



C & D



CHEMIST AND DRUGGIST

JUNE 7 1969

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SUGAR FREE SWEETENER

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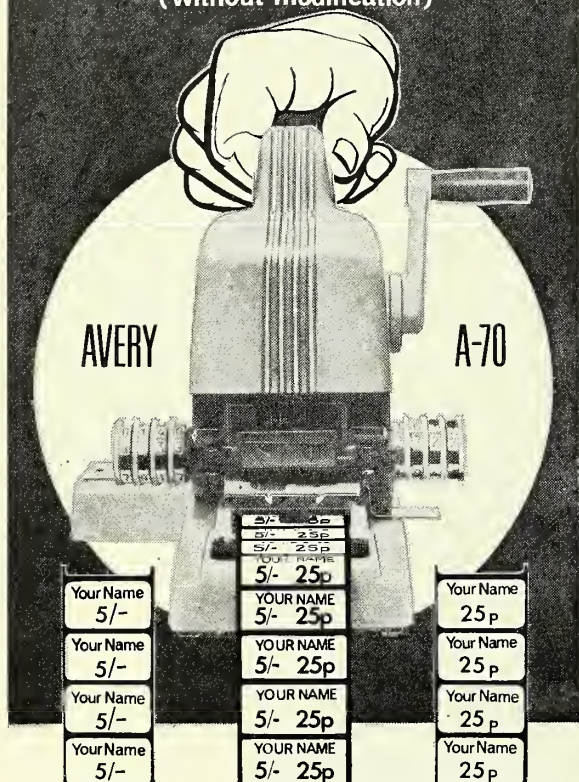
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The Triangle Trust 1949 Fund is an independent charitable trust whose main purpose is to give assistance with education expenses or to relieve hardship or distress for people, and their dependents, working in the pharmaceutical industry in Britain and the British Commonwealth.

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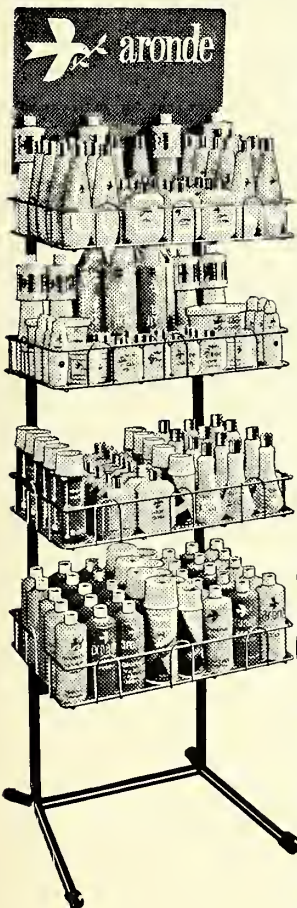
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FOR THE ATTENTION OF

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C & D 6

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CD/7/6

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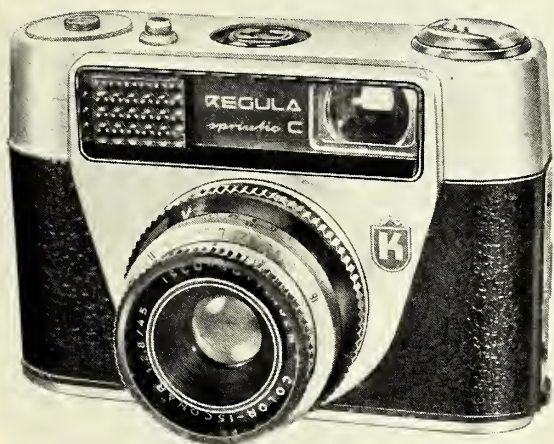
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CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 192

June 7, 1969

No. 4660

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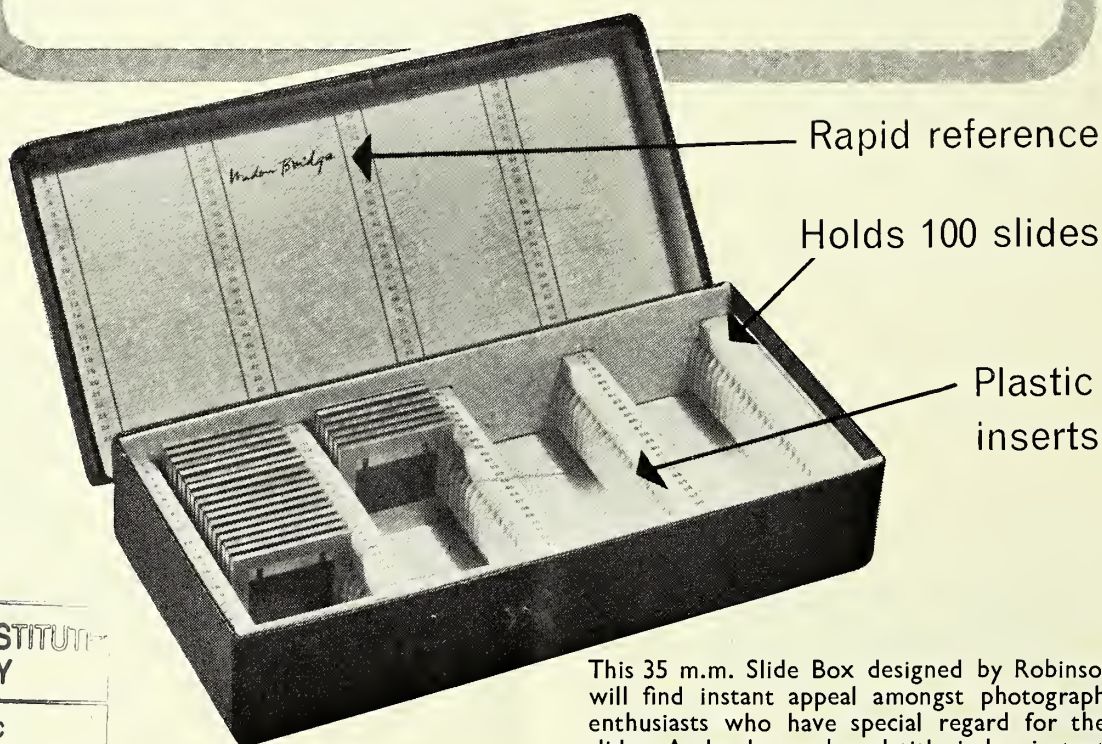
which includes The Chemist and Druggist Year Book and
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C & D

CHEMIST AND DRUGGIST

Volume 191

JUNE 7, 1969

No. 4660

'Lobbying' Plan Abandoned

"SINCE calling upon pharmacists to join a mass lobby of M.P.s at the House of Commons on Thursday, June 12," reads a statement issued from Bloomsbury Square, "the Chemists' Action Group has had an opportunity to consider more fully the parliamentary programme to which the Council of the Pharmaceutical Society are committed. Close study was given to the possibility that the mass lobbying of M.P.s at this time would be inimical to the Society's programme, the first stage of which is already being implemented. As the possibility could not be ruled out, and as the Chemists' Action Group's first concern is to assist the Society's programme, it has been decided not to proceed with the mass lobby at Westminster on June 12, or with the petition that was to have accompanied it."

Fewer Jobs ?

ARE vacancies for qualified locums drying up? That would seem to be the position, particularly in winter when, according to the annual report of the National Pharmaceutical Union, locums suffer from a shortage of engagements. The report adds that in 1968 a change in the pattern of supply occurred because a small decrease in the high number of Commonwealth locums reported in the previous year was compensated for by an increase in the number of British pharmacists available for locum duties. They were mainly pharmacists who had sold their businesses or retired early.

Retailing on Radio

AN eight-week course in the principles and practice of retail management is being broadcast on the B.B.C. study programme, Radio 3, at 6.30 p.m. on Thursdays. The series, "Shopkeeping," is designed for managers, potential managers and others in retail distribution with similar responsibilities or ambitions. It is also expected to interest retailers generally, representatives and others concerned with advising those in retail distribution. First programme was on June 5 on opening a shop. Others will deal with stock control, customer motivation, profitability, the law, staff employment and training.

Inpharm's Future

THERE is still hope of a successful blossoming of the Inpharm concept of providing a pharmacist-controlled organisation for comprehensive wholesaling, management and marketing services. Nine months ago the plan failed to get off the ground (see *C. & D.*, August 24, 1968, p. 161) because of insufficient support from pharmacists. A statement issued by the directors on May 31 says that, following renewed interest, they are continuing their efforts to arrange alternative finance. Despite prolonged negotiations and goodwill on all sides, they say, many of the financial schemes put forward have so far proved unacceptable, not guaranteeing the company's development into a fully independent and pharmacist-controlled organisation. However, an advanced stage has been reached in negotiations on an alternative scheme, which would allow for the original concept to be put into operation almost at once, giving members immediately the benefits of a 7½ per cent. discount on their purchases of non-"ethicals," and the advantages of bulk buying. While that has been happening the directors have been building up a management team supported by specialist consultants in retail management techniques. The intention is to associate those consultants permanently with Inpharm, Ltd., "in order to increase the company's efficiency."



IN THE "BEST DESIGNED" CLASS: Awards for distinction in design are made by the City of Belfast to buildings that raise the general standard and set an example to others. In the "small buildings" class the adjudicators picked out Stinson's pharmacy, North Street, as being outstanding both for external appearance and for interior layout.

Know Your Drugs

PHARMACISTS who do not know their drugs really ought to ask themselves whether they can, in all conscience, still call themselves "pharmaceutical chemists," writes Mr. A. P. Launchbury (group chief pharmacist, South Birmingham Hospital Management Committee) in a letter to the *British Medical Journal*. Commenting on a doctor's complaint that brand names were not included in trial reports, he cites sources of information of which the doctor should have been aware, adding "many of my pharmacist colleagues are in the same bewildered state as the more unobservant doctor." Mr. Launchbury appeals to both professions to take drugs more seriously. "If we do not know our tools how can we pick the best for the task in hand and gauge the vigour with which to use them?"

Institute's Offer

THE council of the Institute of Pharmacy Management has recognised the degrees in pharmacy awarded by the Brighton College of Technology and by the Sunderland Polytechnic for admission to full membership of the Institute. Graduates from those colleges of pharmacy from 1969 onwards will be able to join the Institute as full members. In addition, graduates from Bradford, Liverpool and Portsmouth are now eligible to apply, although in respect of Portsmouth the concession

applies only to graduates who took the course in management appreciation.

Which? Reports

POLAROID colour film type 108 is assessed in the June issue of *Which?* Its colours were found to be good though a little pale. Though less sharp than black-and-white prints obtained with the same camera, the prints were considered adequate in sharpness for their size (3½ x 4½ in.); results obtained by flash were also satisfactory. Polaroid film was found to cope less well than conventional colour films with contrasty scenes. Disadvantages attributed to the film included expense and inability to take pictures in rapid succession.

Beauty Costs

COMMENTING on the report on prices of toilet preparations (see p. 504), the Consumer Council said it had had few representations from consumers about cosmetics and toiletries, other than complaints about rising prices which can be traced in almost every case to the 1968 purchase tax increases of 120 per cent. on cosmetics and 47 per cent. on toiletries. The Council had never stressed the "functional qualities" of cosmetics as a buying consideration but suggested that consumers would find it easier to make comparisons if weights and quantities of items such as tooth-paste were expressed in standard units.

Commonwealth Pharmacy

NEARLY thirty delegates will be coming to Britain to attend the Commonwealth Pharmaceutical Conference in London, June 16-20. They will be supported by an equal number of observers. Opening address is being given by Sir Macfarlane Burnet (chairman, Commonwealth Foundation), and the first paper is that of Mr. D. F. Lewis (secretary of the Pharmaceutical Society of Great Britain), his subject "Organisation of The Profession of Pharmacy."

A paper on "Purpose and Development of Pharmaceutical Education" is being presented by Professor A. H. Beckett. On June 17 the delegates are to discuss the draft constitution for a Commonwealth Pharmaceutical Association. On June 18 Mr. Ferguson (an assistant secretary, Pharmaceutical Society of Great Britain) is dealing with "Pharmacy and National Health Services"; and "Pharmacy and Legislation Affecting Medicines and Poisons" is the title of a paper by Mr. J. R. Dale (the Pharmaceutical Society's chief inspector). The business meetings are all private. Among the delegates are Messrs. R. Spafford (president, Pharmaceutical Association of Australia); E. Pedro Roberts (president of Bahamas Pharmaceutical Association); H. A. Mapp (secretary of the Pharmaceutical Society of Barbados); A. W. Haylett (senior pharmacist with the Botswana Government); J. C. Turnbull (executive director, Canadian Pharmaceutical Association); S. N. Edirimanasinghe (senior lec-

turer in the Medical Faculty, University of Ceylon); C. M. Ioannides (chief pharmacist, Cyprus Department of Medical Services); T. Manly-Rollings (a general practice pharmacist in Gambia); S. A. Allotey (Ghana); W. J. Guillem (secretary, Pharmaceutical Society of Gibraltar); Azeez Mohamed (Guyana); M. H. Lau (president, Pharmaceutical Society of Hong Kong); B. V. Patel (president, Indian Pharmaceutical Congress); K. S. Amin (president, Pharmaceutical Society of Kenya); L. J. D. Harris (principal pharmacist in Malawi and officer in charge of Government medical stores); Musa bin Mohamed (vice-president, Malaysian Pharmaceutical Society); J. Ph. Sciberras (a member of the Executive Committee of the Malta Union of Pharmacists); W. A. Baylis (president of the Pharmaceutical Society of New Zealand); A. O. Ransome-Kuti (president, Pharmaceutical Society of Nigeria); and B. Flatley (president, Pharmaceutical Society of Northern Ireland). Dr. R. A. Khan (president, Pharmaceutical Society of Pakistan); Messrs. Yeo Koon Kim (Committee of the Pharmaceutical Society of Singapore); G. R. Gibbon (Department of Health, Government of Swaziland); M. J. Mehta (social secretary of the Pharmaceutical Society of Tanzania); E. A. Richards (Trinidad and Tobago); R. Ruberantwari (president, Pharmaceutical Society of Uganda); H. N. Scroope (president, Pharmaceutical Society of Zambia).

More Approved Names

THE following supplementary list of approved names has been issued by the British Pharmacopoeia Commission:—

APPROVED NAME	OTHER NAMES
Acedapsone	Di-(4-acetamidophenyl) sulphone, CI 556. (Antimalarial, antileprotic)
Algestone acetonide	16 α ,17 α -5sopropylidenedioxypregna-4-ene-3,20-dione, (Progestational steroid)
Benperidol	1-(1-[3-(4-Fluorobenzoyl)propyl]-4-piperidyl)benzimidazolin-2-one. Anquil. (Tranquilliser).
Bufexamac	4-Butoxyphenylacetohydroxamic acid Droxaryl. (Anti-inflammatory).
Clorgyline	N-3(2,4-Dichlorophenoxy)propyl-N-methylprop-2-ynylamine, M&B 9302. (Monamine oxidase inhibitor, anti-depressant).
Diamocaine	1-(2-Anilinoethyl)-4-(2-diethylamino-ethoxy)-4-phenylpiperidine, R 10,948 is the dicyclamate (Local anaesthetic).
Dimesone	9 α -Fluoro-11 β ,21-dihydroxy-16 α ,17-dimethylpregna-1,4-diene-3,20-dione (Anti-inflammatory steroid).
Doxepin	11-(3-Dimethylaminopropylidene)-6H-di benzo [b,e] oxepin(a 1:5 mixture of <i>cis</i> and <i>trans</i>). Sinequan is the hydrochloride. (Antidepressant).
Etenzamide	2-Ethoxybenzamide, Lucamid (Analgesic).
Gamolenic acid	<i>cis</i> , <i>cis</i> , <i>cis</i> -Octadeca-6,9,12-trienoic acid (Treatment of hypercholesterolaemia).
Glibenclamide	N-(4-[β -(5-Chloro-2-methoxybenzamido)-ethyl]benzenesulphonyl)-N'-cyclo-hexylurea, HB 419. (Oral hypoglycaemic agent).
Hashimycin	An antibiotic produced by <i>Streptomyces hachijoensis</i> . Trichomycin. (Antibiotic used in the treatment of trichomoniasis).
Hexoprenaline	NN'-Di-[2-(3,4-dihydroxyphenyl)-2-hydroxy-ethyl]hexamethylenediamine. ST 1512 is the dihydrochloride (Bronchodilator).
Iocetamic acid	3-(N-3-Amino-2,4,6-tri-iodophenyl)-acetamido-2-methylproinic acid (Contrast medium).
Kallidinogenase	Glumorin, Depot-Glumorin, (Vasodilator).
Practolol	4-(2-Hydroxy-3-isopropylaminopropoxy)-acetanilide, ICI 50,172, (β -adrenergic receptor blocking agent).
Prazepam	7-Chloro-1-(Cyclopropylmethyl)-1,3-dihydro-5-phenyl-1,4-benzodiazepin-2-one. (Muscle relaxant).
Rifamide	Rifamycin B diethylamide, Rifocin-M, (Antibiotic).
Rifampicin	3-(4-Methylpiperazin-1-yliminomethyl)-rifamycin SV, Rifadin, (Antibiotic).
Tinidazole	Ethyl 2-(2-methyl-5-nitroimidazol-1-yl)-ethyl sulphone, (Antitrichomonal agent).

NEWS IN BRIEF

OVER 1 million statements totalling some £43 million were handled by the National Pharmaceutical Union's clearing house on behalf of 4,000 pharmacies during 1968.

THE Distributive Industry Training Board is shortly moving its headquarters from Salford to new premises at Old Trafford, Manchester.

COMPARATIVE costs of drugs used in rheumatic diseases are drawn to the attention of prescribers in the latest memorandum issued by the Scottish Home and Health Department.

ABOUT forty general practitioners and thirty hospital staff heard addresses on hospital pharmacy by Mr. J. L. STACEY, M.P.S., and on retail pharmacy by Mr. A. G. GARRETT, M.P.S., at a meeting on "Problems of the Pharmacist" at Chase Farm Hospital, Enfield, Middlesex, on May 21.

BOOTS College at Beeston, Notts, where many young employees of Boots, Ltd., have received specialist training over the last fifty years, is closing. The College, run jointly by the company and Nottingham Education Department, is said to have been outdated by changes in further education systems.

THIEVES got away with 2,760 "pep pills" and tranquillisers from the pharmacy of C. J. Pattinson (Chemist), Ltd., 44 Blackwell Road, Carlisle, Cumberland, on May 31 after they had bored holes through the back door, removed a panel, and climbed through. Nearly £60 in cash was taken.

CONSULTANT grade should be the only permanent hospital career grade for doctors vocationally registered in a hospital speciality, a working party on the Responsibilities of the Consultant Grade has advised the Health Ministers. Its report states that more intensive medical and allied care must accompany more radical yet safer surgery and the use of more potent and possibly more dangerous drugs.

IRISH BREVITIES

THE NORTH

PRESCRIPTIONS dispensed in Northern Ireland during February numbered 859,000 (556,317 forms). Total cost was £589,552, an average of 164.72d. per prescription.

THE Weights and Measures (Equivalents for dealings with drugs) Regulations (Northern Ireland), 1969, have been published (price 1s. 9d.) by H.M. Stationery Office, 7 Linenhall Street, Belfast, 2.

SPORT

GOLF

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY. A competition was held at Clitheroe Golf Club on May 14 for the *Ucal cup*. Results: 1, P. M. Wanless; 2, E. M. McIntosh.

EDINBURGH CHEMISTS' GOLF CLUB. The Club's latest outing was to Ratho Park Golf Club on May 21. Results: 1, O. Forgan (13), 67. *Best scratch score*, J. Mc Caig (7), 69. *No. 1 section* tie J. Ferguson (9), 70, T. R. Johnson (10), 70. *No. 2 section*, G. Brown (20), 68.

Topical Reflections

By Xrayser

Council election

The electorate has spoken—or, at least, that section of it which has taken the trouble to exercise its vote. That is the process of democracy, even if the result produced is not entirely in accordance with expectations. But the annual election of seven members to the Council of the Pharmaceutical Society has taken on such an air of unpredictability in recent years that no one could really have expectations. There was a time when to have breached the citadel held by the retiring members was a feat of no mean order. Today, and over the past few years, it has become almost commonplace. In the circumstances, little can be deduced from this year's poll. I was a little surprised at the drop in position of Mr. Albert Howells while still in office as president, and still more surprised at the deposing of Mr. J. P. Kerr, whose performance at the meeting of Branch Representatives was quite masterly, but their decline probably owes more to the pusillanimity of Mr. Richard Crossman than to any lack of ability or determination on the part of either. They were in the heat of the controversy and have paid the penalty which attaches to their position, while those who topped the poll were in a rarer atmosphere. The concerted attack by the self-styled Chemists' Action Group has resulted in the acquisition of two seats. From the group's point of view, that must be regarded as a measure of success, even if five candidates out of seven failed to make the grade. One might have thought that, if the policy had been completely acceptable as such, all seven would have been returned. Messrs. R. G. B. Jones and M. E. Millward now join Mr. S. Blum at the Council table, and their impact will be watched with interest both by those members who voted for them and those who did not.

Annual meeting

The annual report of the work of the Pharmaceutical Society's Council, so ably presented by the president (Mr. Albert Howells), provided evidence of a year of progress in many directions. The thoroughly bad decision of Mr. Richard Crossman in regard to rural dispensing was as big a disappointment to Mr. Howells, as it was to pharmacists throughout the country, but the report indicated that continuous pressure had been applied to have the matter settled in accordance with the views held by the Ministry, the Society, and, at one stage, the medical representatives. There was evidence, too of the redrafting of the Statement upon Matters of Professional Conduct, rendered necessary by the passage of time and a developing sense of professional responsibility. Overall, the report was highly creditable, and in view of its content Mr. G. M. Fox might have been wiser to have asked leave to withdraw the resolution standing in his name. He did not choose to do, but he can have been left in little doubt of the feelings of those present at the meeting. One was left with the impression that, had it been a Command Performance, Mr. Fox's rôle would have been confined to audience participation. But, as you point out in your leader, what was seen was democracy in action.

Treasurer's report

The mass of figures in the treasurer's report are always of considerable interest, but what holds the attention is how much money is required for the future and where it is to come from. To Mr. Harry Steinman fell the unenviable task of breaking the news gently that more money is to be needed, and he forecast an increase in both the membership and the premises fees. Mr. Gibson made the plea that the personal retention fee should be raised by a minimal amount and that the premises fee should be raised considerably. I think he is wrong. A large premises fee could lend to a demand for intervention in the affairs of the Society by interests which are financial rather than professional. I would rather pay more as a professional member.

PRICES AND INCOMES BOARD REPORT

Cosmetics Prices

- Profits remain high enough to enable manufacturers generally to absorb some further cost increases.
- This is the only general conclusion we can reach . . . the Government has already made considerable use of the principal instrument open to it . . . namely purchase tax.
- The relatively high profits . . . seem to flow mainly from the special attitude of the consumers . . . to these products and their prices.

ALTHOUGH the efforts of the Consumer Council and the Consumers' Association have everything to commend them, the National Board for Prices and Incomes does not know whether the attitude of the consumer of toilet preparations could be changed. So says the report of the Board on manufacturers' prices of toilet preparations (H.M. Stationery Office, price 3s. 6d.). If it could not, then companies could hold their markets with relatively high prices and thus make high profits. The size of the market and the variety of choice were clearly influenced by the advertising activity of the manufacturers. Price was not an over-riding factor for many of the consumers in regard to many of the products. The reputation of the product and its image play an important part. Because consumers did not seem to be specially sensitive to competition in prices, manufacturers competed by product design and presentations and by other selling methods.

Dental preparations (notably tooth-paste) are regarded in the report as having some of the characteristics of household necessities. Consequently there was less demand for elaborate and costly packaging and presentation. Buying was more repetitive and so, therefore, was advertising. The market was rising less rapidly, and customers were fairly sensitive to changes in price.

Costs of packaging, advertising and other selling methods accounted for more than half the manufacturers' prices of many products. Those costs had risen since 1965 by nearly a quarter—a much faster rate of increase than direct costs. They were reflected in the increase in manufacturers' prices, which had risen since 1965 by about 13 per cent. for cosmetics and by 7 per cent. for hair preparations. Manufacturers' prices of dental preparations had risen little (about 3 per cent.).

Purchase tax increases amounting to 120 per cent. on cosmetics and 47 per cent. on toiletries generally constituted the major element in increased retail prices, and might have contributed to the decline in sales, particularly in cosmetics, in 1968.

Examples of the allocation of 10s. spent by the consumer in 1968

ALLOCATION	GENERAL COSMETICS		DENTAL PREPARATIONS		HAIR PREPARATIONS	
	s.	d.	s.	d.	s.	d.
Materials: product		4		7		5
packaging	1	0	1	3		11
Factory labour:		3		4		2
Advertising and promotion:		8	1	9	1	3
Selling and distribution:		11		7		10
Other overheads: (e.g. Factory costs, administration, royalties, etc.)	1	0		10		10
Profit:		9		7		7
Total manufacturers' price	4	11	5	11	5	0
Purchase tax	2	8	2	2	2	9*
Total wholesale price	7	7	8	1	7	9
Retail margin	2	5	1	11	2	3*
Total retail price	10	0	10	0	10	0

* The retail margin and purchase tax rates are different for shampoos.

Source: N.B.P.I. survey

From 1965 to 1968, over the industry as a whole, manufacturers' prices had risen less than costs. Profits had declined as a percentage of turnover from about 18 per cent. in 1965 to 13 per cent. in 1968. Return before tax on capital was high compared with other industries, being about 28 per cent. in 1968 after depreciation on capital employed. The most profitable firms seemed to be in the medium price range of cosmetics. The small extent to which labour was used in manufacture suggested there was no great scope of labour economy in manufacture.

It had been suggested that, if customers could be better informed about the functional quality of the products, they might buy at lower prices than they paid at present.

Consumers of some products were not well informed about quality or quantity. It was a requirement under the Weights and Measures Act, 1963, that packages should be marked with quantity of the contents, but there was no uniformity in the units used.

The report declares that, whereas the sales of dental preparations over the period 1963-68 had increased but little from £11.4 million to £13.4 m., those of

hair preparations had increased by nearly 40 per cent. from £22.9 m. to £31.1 m., and those of cosmetics by nearly 80 per cent. from £34.4 m. to £60.9 m. "In general, therefore, the industry was a fast-growing one." About 250 companies were manufacturing toilet preparations, but sales of tooth-pastes were dominated by three large companies. The hair preparations group included seventy to eighty manufacturers. Only a small number "were in hair colourants because of the chemical expertise needed." Companies that manufacture "only general cosmetics" numbered 160-70, but about a dozen supplied most of the market.

Cosmetic manufacturers tended to maintain their share of the market, not by lowering prices but by cultivating in the mind of the consumer a brand image or house identity stemming from experi-

ence of product use, but also from advertising, packaging and displays. "Indeed, an element of exclusiveness is fostered in some cosmetics by a restriction of outlets." The report continues, "These techniques are elements in a common marketing practice which extends far beyond toilet preparations, and it is not for us, within the confines of this Reference, to express any judgment upon it."

Cosmetics Market

A SPECIAL survey of the United Kingdom cosmetics market is planned by A. C. Nielsen Co., Ltd., Headington, Oxford. It follows the comprehensive assessment of the market conducted by Nielsen in 1966, which was widely welcomed throughout the industry. The new survey is to measure the size and detailed composition of the market through chemists, and cover all facial cosmetics, perfumery and manicure preparations. A major aim of the survey is to reinvestigate and re-define the problems of the cosmetics market, and to indicate the main changes which have taken place in the past three years. It is hoped to have the report available in November.

Pharmacists as Expert Witnesses

BOTH sides in a patent action now being heard in the High Court, London, called pharmacists as their independent expert witnesses, the plaintiffs' Professor Arnold H. Beckett (Chelsea College of Science and Technology), the defendants' Professor J. B. Stenlake (University of Strathclyde).

The action, which commenced on May 8 before Mr. Justice Graham, was aimed at restraining a threatened patent infringement. Plaintiffs were Olin Mathieson Chemical Corporation, E. R. Squibb, Inc., Smith Kline & French Laboratories and Smith Kline & French Laboratories, Ltd. Defendants were Biorex Laboratories, Ltd. and Mr. S. Gottfried (Biorex managing director). The defendants counter-claimed that the patent No. 857547, concerning trifluoperazine, was invalid on a number of grounds, including prior pub-

lication and obviousness. Defendants were stated to have been granted a licence under patent No. 813861, held by Smith Kline & French Laboratories, Ltd. During the proceedings they obtained leave to amend the pleadings so as to add a further allegation that the plaintiffs had written to the Ministry of Health in such terms that the Ministry had been constrained to advise hospitals not to purchase the drug from the defendants. Evidence on that allegation had not been called before the case was adjourned.

Plaintiffs, in the opening of their case, referred to Rhône Poulenc specifications for chlorpromazine and other related phenothiazines. The technical evidence of the expert witnesses concerned the biological activity and the relationship to chemical structure. The hearing is being resumed on June 9.

Boots Sales up £50m

THE sales of Boots Pure Drug Co., Ltd., in the year ended March 31 at £212.17m. were up by £50.5m. on the previous year but they include figures for Timothy Whites & Taylors, Ltd., acquired as from August 2, 1968. The trading profit for the group was £19.87m. (£16.94m.) and profit, before tax, £19.13m. (£16.81m.). Taxation takes £9.15m. (£7.59m.). The dividend is raised from 14.49 per cent. to 14.999 per cent. Depreciation amounts to £4,225,000 (against £3,636,000).

F. HOFFMANN—LA ROCHE & CO., AG, Basle, Switzerland.—Net profits for 1968 were Sw.Frs.50.2m. (Sw.Fr.44.7m.) after payment of Sw.Fr.7m. into the company's welfare fund. The board recommend an increased dividend for the year of Sw.Frs.400 (360) per share.

ODEX RACASAN, LTD. — Group trading profit for year ended March 31, after depreciation of £43,193 (£42,792) was £274,376 (£241,316). Corporation tax takes £128,628 (£109,375) leaving a net profit of £145,748 (£131,941). Ordinary dividend for year is 38 per cent. (36 per cent.). Mr. R. A. Chandler retires as chairman and from the board on July 31; Mr. J. H. Chandler has been elected chairman as from that date.

BELLAIR COSMETICS, LTD. — Interim dividend for year ending September 30 is 7½ per cent. Balance for the first half, before tax, was £48,934 (£150,725 in corresponding 1968 period). The result was not unexpected, say the directors, because of the policy to "clear the decks" of old packs. First results of a major campaign launched last month are "encouraging."

GALA COSMETIC GROUP, LTD.—Sales are expanding but it is difficult to forecast profits in excess of last year with any certainty because of production problems and extra promotional costs in export markets states the chairman (Mr.

S. H. Picker) in the annual report for 1968. The lower profits already announced (*C. & D.*, April 12, p. 319), were due to dampening down sales prior to introduction of new packs and, more importantly, to increased rate of purchase tax.

DAWSON & BARFOS, LTD.—Profits for 1968 dropped from £389,498 to £279,876 less tax of £129,639 (£155,390). Proposed dividend total is 11 per cent. (14 per cent.). The group trading profit was £375,999 (£486,373) on a turnover of £6,956,000 (£6,871,000). Essences and fruit juice products contributed £1,957,000 to turnover (£1,840,000) and £130,887 to profits (£147,084). The directors say they feel confident that with the reorganisation already effected and in progress there are "reasonable prospects" for a recovery in profit in the current year.

Business Changes

BARCLAY & SONS (LONDON), LTD., have removed to Oaklands Road, London, N.W.2 (telephone: Day 01-452 7691; night, 01-452 3127).

HILL'S PHARMACEUTICALS, LTD., have transferred their Warrington branch to John Street, Warrington (telephone: Warrington 35255 and 37930; outside normal hours 35255).

RECKITT & COLMAN, LTD., is the new title of Reckitt & Colman Holdings, Ltd. From the start of 1970 the United Kingdom organisation will be based on five product divisions—household, toiletries, pharmaceutical, food (including wine) and industrial.

BRISTOL LABORATORIES, LTD., have transferred their marketing, marketing services and medical information departments to 30 South Street, Reading, Berks (telephone: Reading 57326). Order and dispatch departments remain at Langley, Bucks.

L. LONGMAN, LTD., are opening a wholesale chemists' sundries business on June 30 at 587 Barking Road, London, E.13 (telephone: 01-472 1766). Directors are: L. Longman (formerly managing director, F. M. Langford, Ltd.); F. Kemps, R. L. Longman and R. Godden. Representatives will be seen from June 16.

BLEWIS & SHAW (PLASTICS), LTD., (a subsidiary of Rockware Group, Ltd.) have agreed to purchase for cash the Marrick Manufacturing Co., Ltd., Reading, Berks. Marrick Manufacturing, innovators of plastic-container production by the injection blow moulding process, are owned by a consortium including Imperial Chemical Industries, Ltd., Metal Closures Group, Ltd., and Staveley Industries, Ltd.

Appointments Directors

JOHNSON & JOHNSON, LTD., have appointed Dr. Brian Barker, B.Sc., M.B., L.R.C.P., M.R.C.S., director of medical affairs (a newly-created post). A graduate of the Birmingham University Medical School, Dr. Barker joins the company from Bristol-Myers Co. N.Y. international division.

ALBRIGHT & WILSON, LTD. — Sir Owen Wansbrough-Jones (chairman) is to retire on June 30 and will be succeeded by Sir Richard Powell who joined the company in 1968. Mr. A. V. Sherwood will also retire on June 30 and Messrs. J. C. Christopherson, W. Carter and W. E. K. Piercy on September 30. Mr. M. J. C. Hutton-Wilson has been appointed managing director and is to become deputy chairman. Other appointments include Mr. B. White as personnel director. He will have supervisory responsibility for Bush Boake Allen, Ltd and Midland Silicones, Ltd.

Metrication Board

THE Minister of Technology has appointed the following members to the Metrication Board, Mrs. Ailsa Stanley, Messrs. Herbert J. Cruickshank, Alan G. Dawtry, Mark Abrams and Edward F. Knight, Professor M. L. McGlashan, Sir Thomas Padmore and Dr. F. Lincoln Ralphs. As previously announced, Lord Ritchie-Calder is chairman, Lord Bessborough, deputy chairman, and Mr. Gordon Bowen, director, of the Board.

Training Boards

THE Distributive Industry Training Board has appointed Mr. Harold Webb manager of its information services division. Mr. Webb is at present North region industrial correspondent of the British Broadcasting Corporation, and takes up his new post on August 1.

Executives

PHILLIPS LABORATORIES (division of the Sterling-Winthrop Group), have appointed Mr. P. Morrissey their marketing manager. He will be responsible for the marketing of all the company's brands with the exception of Andrews Liver Salt.

REMINGTON shaver division, Sperry Rand, Ltd. — Formerly general sales manager of the Remington electric shaver division in Britain until his promotion in 1966 to managing director in Australia, Mr. Bryan H. Nicholson now returns to take up an appointment as managing director, United Kingdom and France. He will be based at the division's New Malden, Surrey, headquarters. Mr. Nicholson succeeds Mr. S. E. Anderson, who has been appointed product group manager for electric shavers in the United States.

GILLETTE INDUSTRIES (U.K.), LTD., have appointed Mr. M. White their general sales manager. Mr. White, formerly northern regional sales manager, will in turn be succeeded by Mr. N. Smith.

Management

UNITED GLASS LTD.—Mr. N. E. Densem, M.Sc., has been appointed head of United Glass research and development, St. Albans to succeed Mr. L. E. Norton who has retired.

WHITE LABORATORIES, LTD.—(U.K. proprietary medicines subsidiary of Schering Corporation, New Jersey, U.S.A.), announce several management changes. Mr. E. A. Lum, F.P.S. (managing director since 1967), will be returning to South Africa at the end of June. Mr. J. S. Longden, B.A., was appointed managing director on June 1, having previously been marketing director since 1967. Mr. P. C. Feather, A.M.B.I.M., has been appointed production director following the recent death of Mr. R. J. W. Grieve. Mr. R. B. Aitken has been appointed works manager.

Personalities

SIR MICHAEL PERRIN (chairman, Wellcome Foundation, Ltd.), received an honorary degree of Doctor of Science at the University of British Columbia, Vancouver on May 29.

MR. H. B. COULSON, F.P.S., F.S.M.C., F.S.H.A.A., treasurer of the National Pharmaceutical Union, completed twenty-five years as a member of its Executive Committee on May 20. At a short ceremony on that day at Mallinson House to mark the occasion, N.P.U. chairman (Mr. John Reed) presented Mr. Coulson with an inscribed gold wristwatch. Mr. Coulson was chairman of the Executive Committee in 1950 and was elected treasurer in 1968. He was secretary to the Cambridge N.P.U. and Pharmaceutical Society branches until he became vice-chairman of the N.P.U. in 1949 and he served as chairman of the Pharmaceutical Society's Branch in the mid-fifties. Mr. Coulson has also been chairman of his local Pharmaceutical Committee since 1948 and was president of the Cambridge chamber of commerce during

1964. Mr. Coulson has made a detailed study of training problems in pharmacy and in proprietorship. He has on several occasions contributed articles on the subject to THE CHEMIST AND DRUGGIST.

DR. TOM DEWING retired on May 30 after forty-four years with the Wellcome Chemical Works, Dartford. Since 1946 Dr. Dewing, as head of the chemical development laboratories, had been responsible for translating successful small-scale production of new drugs at the company's research laboratories, into mass production techniques. Part-time study gained for him first his B.Sc. in chemistry and then an M.Sc. for work on synthetic drugs. In 1945 he was awarded a Ph.D. for research on sulphonamides. Dr. Dewing hopes to devote part of his retirement to furthering his interest in industrial and local history.

MR. A. R. MEYNELL, M.P.S., in business at 68 St. Dunstan's Street, Canterbury, Kent, since 1922, retired at the end of May. In reporting his retirement a local newspaper the *Kentish Gazette* recalls that, after the 1942 blitz on the city, Mr. Meynell developed films and rushed prints for pictures often at considerable inconvenience to himself. "At a time when printing paper was as scarce as gold, he obtained small supplies from contacts all over the country and enabled us to keep going."

Marriages

JOHNSTON-SMEETH. — In Peterborough, recently, Donald Robin Johnston, M.P.S., c/o Horace Coulson & Sons, Ltd., 71 Bridge Street, Cambridge, to Sharon Mary Smeeth, St. Pega's Road, Peakirk, nr. Peterborough, Northants.

Deaths

BICKERSTAFFE.—On February 17, Mr. Walter Bickerstaffe, M.P.S., 6 Leaside Avenue, Chadderton, Lancs. Mr. Bickerstaffe qualified in 1922.

BUTLER.—Recently, Mr. Edward James Butler, M.P.S., Plas Hendy, Raglan, Mon. Mr. Butler qualified in 1920.

B.P. Addendum, 1969

IN the second report of the British Pharmacopoeia Commission, 1968-78 to the General Medical Council's Pharmacopoeia committee the chairman (Mr. E. F. Scowen) states that an Addendum 1969 to the B.P. 1968 is expected to be published later this year. It would provide amendments to monographs and appendices in the B.P. 1968 and subject to completion of satisfactory specifications, monographs on the following substances and preparations:—

Allopurinol
Allopurinol tablets
Amphotericin
Azathioprine
Azathioprine tablets
Beclomethasone dipropionate
Bethanidine sulphate
Bethanidine tablets
Bupivacaine hydrochloride

Carbenicillin sodium
Carbenicillin injection
Chlormadinone acetate
Clobefrate
Clobefrate capsules
Diazepam
Diazepam capsules
Diazepam tablets
Dihydrocodeine tartrate

FANN.—On March 4, Mr. Charles Montague Fann, M.P.S., c/o Mrs. Hennen, 24 Coulsdon Court Road, Old Coulsdon, Surrey. Mr. Fann qualified in 1922.

HIGGIE.—Recently, Mr. Henry Munro Higgle, 58 Watling Street, Wilnecote, Tamworth, Staffs. Mr. Higgle qualified in 1919 and retired in 1962.

MOSELEY.—On May 31, Mrs. Ivy Moseley, wife of Mr. Alfred Henry Moseley, M.P.S. (secretary, Birmingham Branch, National Pharmaceutical Union), 49 Staplehurst Road, Hall Green, Birmingham, 28, Warwicks.

NICHOLSON. — On May. 22, Mr. Agnew Nicholson, M.P.S., 164 Eastworth Road, Chertsey, Surrey, aged ninety-two. Mr. Nicholson qualified in 1899 and was in business in Guildford Street, Chertsey, from 1901 until his retirement in 1950.

NORTHEY.—On May 14, Mr. William George Northey, M.P.S., 1 Marlow Lodge, Courtlands, Maidenhead, Berks. Mr. Northey qualified in 1903.

PARSONS.—On May 8, Mr. Harold Herbert Parsons, M.P.S., 56 Driffield, Sutton Coldfield, Warwicks. Mr. Parsons qualified in 1921.

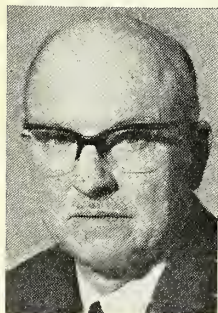
ROBERTS.—On May 17, Reginald Roderick Roberts, F.P.S., c/o F. M. White, M.P.S., 87 Lambeth Walk, London, S.E.11. Mr. Roberts qualified in 1929.

RUSSELL.—On March 13, Mrs. Beatrice Taylor Russell, M.P.S., 24 Battlefield Gardens, Glasgow, S.2. Mrs. Russell qualified in 1927. She was for a number of years employed in the Glasgow area and until recently had owned a pharmacy in Albert Street, Dundee.

SWEENEY.—On May 24, Mr. James Sweeney, M.P.S., Craigmore, Rothesay, Buteshire. Mr. Sweeney qualified in 1912.

WALSH.—On August 26, 1968, Mr. Reginald Tom Walsh, M.P.S., 30 Arthur's Avenue, Harrogate, Yorks. Mr. Walsh qualified in 1929.

WHITE.—On April 24, Mr. Reginald White, M.P.S., 85 Lloyds Avenue, Old Brumby, Scunthorpe, Lincs. Mr. White qualified in 1917.



Dihydrocodeine injection
Dihydrocodeine tablets
Dried human albumen
Ecothiopate iodide
Eltor vaccine
Ethacrynic acid
Ethacrynic acid tablets
Ethinodiol diacetate
Fluphenazine hydrochloride
Fluphenazine tablets
Haloperidol
Haloperidol tablets
Human albumin
Idoxuridine
Inulin
Inulin injection
Lithium carbonate
Lithium carbonate tablets
Mefenamic acid capsules
Megestrol acetate
Metformin hydrochloride
Metformin tablets
Methaqualone
Methotrexate
Methotrexate tablets
Mixed cholera vaccine
Penicillamine tablets
Phenazocine hydrobromide
Phenazocine tablets
Phenazocine injection
Phenformin hydrochloride
Phenformin tablets
Sodium iodide²⁵ solution
Thiotepa
Thiotepa injection
Tolnaftate
Typhoid vaccine

New Products and Packs

PHARMACEUTICAL SPECIALITIES

Reformulation

DUE to confusion in prescribing, Astra Hewlett, Ltd., King George Avenue, Watford, Herts, have decided to withdraw Xyloproct plain and Xyloproct H ointment and suppositories and replace them with more sophisticated preparations containing a steroid and Lignocaine marketed under the brand name Xyloproct. The new formulations for Xyloproct are:—Ointment: Each gramme contains:—Lignocaine 50 mg, hydrocortisone acetate B.P. 2.75 mg, zinc oxide B.P. 180 mg and aluminium acetate 35 mg. Suppositories: Each suppository contains:—Lignocaine 60 mg, hydrocortisone acetate B.P. 5 mg, zinc oxide B.P. 400 mg and aluminium acetate 50 mg. Packs are: Ointment, tubes of 15 g (11s. 6d.). Suppositories boxes of 10 (9s. 6d.). To avoid confusion the company ask that pharmacists remove from the shelves previous Xyloproct formulations, e.g. Xyloproct H and especially Xyloproct plain. The stock may be returned to the Medical Sales Department, Astra-Hewlett Ltd, to be replaced with the reformulated Xyloproct.

FOOD PRODUCTS

A Vitamin-mineral Supplement

AS a supplement in pregnancy and lactation, Parke, Davis & Co., Staines Road, Hounslow, Middlesex, have introduced Natabec Kapseals, a vitamin-mineral supplement containing: Calcium carbonate 500 mg, ferrous sulphate 325 mg, folic acid 0.25 mg, vitamin A (1.2 mg) 4000 units, vitamin D₂ (10 mcg) 400 units, vitamin B₁ (aneurine mononitrate) 3 mg, vitamin B₂ (riboflavine) 2 mg, nicotinamide 10 mg, vitamin B₆ (pyridoxine hydrochloride) 3 mg and vitamin C (ascorbic acid) 50 mg. Dosage is one Kapseal daily. Packs are tins of twenty-five and 100.

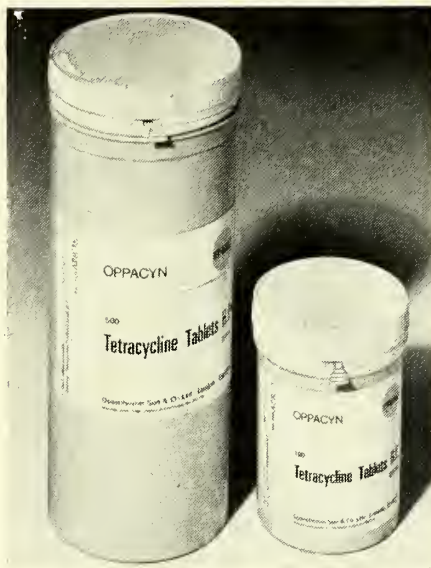
COSMETICS AND TOILETRIES

"See-through" Gold Lipsticks

FOUR Miner's lipsticks (swivel 3s. 11d.; push-up 2s. 6d.) obtainable from Myram Picker, Ltd., Hook Rise, Surbiton, Surrey, were launched recently "to gleam lips sunnily gold." Colours are pinky beige, sugary pink, coral pearl and "punchy" pink [corrected note].

"Inaugural Kit" for Men

THE Aramis division of Estée Lauder Cosmetics, Ltd., 18 Davies Street, London, W.1, are introducing a new Inaugural Kit for men (£5 5s.) consisting of seven Aramis preparations in a handsome dark brown chest. The kit includes special shaving formula, (2 oz travel bottle); after shave cream (1 oz travel jar); cologne, (2 oz glass bottle); friction body lotion (2



IN SECURITAINERS: Oppacyn brand tetracycline tablets of Oppenheimer Son & Co., Ltd., 43 Clapham Road, London, S.W.1, in both 100-tablet and 500-tablets are issued in Securitainers. Other tablets in the company's Oppacyn range will be sent out similarly packed as soon as current stocks become exhausted [corrected note].

oz travel bottle); bronzing gel (1 oz tube); all-weather hair gel (1 oz tube) and all-weather hand cream (1 oz tube).

Picot Eau de Toilette

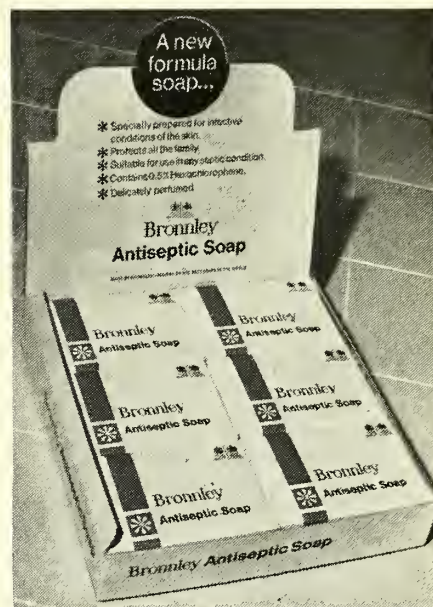
KNOWN for the high quality of their perfumes, Picot, Ltd., 50 Upper Brook Street, London, W.1Y 2AE, for many years have concentrated all their know-how into developing and maintaining the fragrances for which they are famous. Now they are breaking new ground and launching a new range of *Eaux de Toilette* based on their four most popular fragrances—sultry Pagan, elegant Suede, gay Fiesta and the sophisticated *Le Train Bleu*. The pre-



parations are presented in classically simple glass bottles with matt gold caps featuring the Picot flower symbol, and attractively boxed. There are two sizes—1½ fl. oz and 3 fl. oz—retailing at 15s. 9d. and 27s. 6d. (Suede at 17s. 6d. and 29s. 6d.)

For Patient and Family

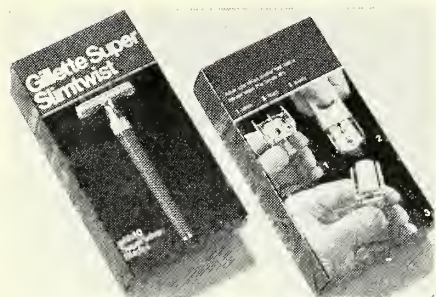
DEVELOPED in consultation with a leading British dermatologist, the new antiseptic soap (2s. 6d.) issued by H. Bronnley & Co., Ltd., 10 Conduit Street, London, W.1, is designed to be used not only by the patient suffering from a septic



condition, but also by all members of the household. It contains 0.5 per cent. hexachlorophene and its light perfume is said to be compounded of essential oils, known and proven for their freedom from giving rise to allergies. The base is superfatted to Bronnley's own special formula which they have developed from years of experience. Antiseptic soap is issued in counter units containing six wrapped tablets.

1969 Beauty Boutique

THE 1969 "beauty boutiques" issued by Rimmel International, Ltd., 140 Tottenham Court Road, London W.1, display 570 beauty preparations including no fewer than twelve new preparations plus shades and fragrances additional to the previous range. Many items have been re-packed completely or redesigned to incorporate the gold 'R' monogram re-introduced last year. There is a compact eye make-up cabinet—18s. containing white, green and blue compressed eye shadow with brush, as well as an eye liner brush, plus a choice of brown or black brush-on mascara, cake eye liner and pencil. An illustrated instruction card fixed to the base of each transparent cabinet advises on the latest techniques for applying eye make-up. Other new lines include:—Real hair eyelashes in brown or black, packed with adhesive (14s. 9d.); Raven black, a new permanent hair colouring, (5s. 10d.); an elegant lilac-coloured compressed powder compact, complete with mirror and washable foam puff (4s. 11d.); a moisturised



NEW PACKAGING: The Super Slimtwist razor of Gillette Safety Razor Co., Great West Road, Isleworth, Middlesex, in new guise. It comes complete with "dispenser" of Super Silver blades, except that ten blades are now included instead of the previous five. Recommended retail price is increased by only 3s. 1d. to 12s. 6d. A new merchandiser printed in Gillette Blue holds six razors and has a backer card featuring the product name.

lipstick in a twist-up case. Shades—mocha sorbet, candy sorbet, peach sorbet and tangerine sorbet (4s. 11d.); three new floral pertumes—apple blossom, freesia and lily of the valley—created to match Rimmel's existing cologne and talc ranges (3s. 11d) and a pearlised quick-dry cyclid gloss, said to be capable of maintaining its pearlised effect and colour fidelity over long periods, (3s. 11d.).

Additions to Range

HELENA Rubenstein, Ltd., 3 Grafton Street Lane, London, W.1. have introduced a number of new products to their list. Including Skin Dew emollient cleanser (19s. 6d.); Skin Dew hand care (19s. 6d.); Skin Dew eye cream (21s. 6d.). Tang deodorant anti-perspirant spray (9s. 3d.) in an aerosol is packaged in a "chunky mascu-



RELAUNCH: New look adopted recently for Maybelline Ultra-lash mascara.

line container" and said to be ideal for the whole adult family. Another innovation is Silk 'N' Tale (15s. 6d.) claimed to be the only talcum powder ever produced blended with pure natural silk.

Spray-on Deodorant

A SPRAY-ON deodorant aerosol (9s. 1d.) has been added to the Poise range of Yardley of London, Ltd., 33 Old Bond



Street, London, W.1. Other products in the range are an anti-perspirant deodorant mist in a squeeze-type bottle, and deodorant in roll-on type container.

A Gel-type soap

FEMFRESH *Gelée* (5s. 11d.), is formulated for the woman who finds an ordinary



soap too drying for the tender skin of the outer vagina. It lathers readily in contact with warm water, and contains hexachlorophene. The distributors Anes-

tan, Ltd., Rankine Road, Daneshill Estate, Basingstoke, Hants, also offer a new luxury, bathroom-pack of Femfresh deodorant dry spray (9s. 11d.) providing almost twice the quantity

of the standard pack for a mere one-third difference in price.

Now Available as Aerosol

"SUPER-ACTIVE" Cool Charm roll-on anti-perspirant deodorant of Beecham Toiletries Division, Great West Road, Brentford, Middlesex is now available in aerosol packs of two sizes (5s. 11d. and 7s. 11d.) as illustrated. "Until the advent of the new Cool Charm product," say the makers, "it has not been technically possible to manufacture aerosol deodorants

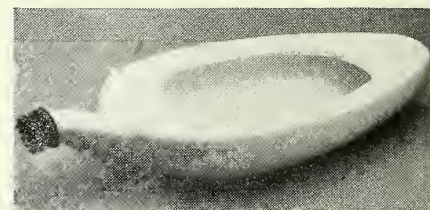


with sufficient antiperspirant in the formulation." Market for deodorants is growing at the rate of 10 per cent. a year and is currently estimated at £7 million in retail sales.

SUNDRIES

A Bedpan Improved

ADVANTAGES in hygiene and handling are claimed for a new female bedpan that has been added to the SubaSeal



range by William Freeman & Co., Ltd., Staincross, Barnsley, England. Basically a bedpan-urinal, it incorporates design features including a discharge spout with a standard removable closure. The spout serves as a carrying handle, giving easier control and more hygienic disposal after use. Considerable attention has been paid to surface contour and balanced design to achieve maximum functional efficiency which sets new standards for this category of product. Manufactured from polypropylene, it may be sterilised by boiling or by steam, and can be autoclaved without risk of damage.

HOUSEHOLD PRODUCTS

Spot Cleaner for Carpets

A NEW carpet spot cleaning kit is offered by Harris Marketing, 16 Hillcroome Road, Sutton, Surrey (32s. 6d.). Developed by a carpet cleaning contractors it consists of four specially formulated ready-to-use liquids that are designed to treat all the most commonly found stains. The treatment is said to be equally effective for use on upholstery and soft furnishings. A quick reference index lists over ninety



substances covering food, drink, cosmetics, paints, oils, blood and even animal accidents, to enable the correct solvent to be selected for immediate application. The solvents require no mixing or diluting and are in squeeze plastic bottles to enable a fine jet to be applied to the stain. An enclosed leaflet gives full instructions for use. The window pack in orange and white with windows shows the four bottles labelled formulas 1, 2, 3 and 4.

Trade Notes

Unichem Rebates

REBATES paid by the new Unichem (see C. & D., May 31, p. 495) will not apply to goods subject to resale price maintenance or to manufacturers' agreements.

Address for Orders

THE manufacturers of Chukka ladies disposable panties, LR Industries, Ltd., point out that their sales office is at Hall Lane, Chingford, London, E.4, and orders should be addressed accordingly. (Corrected note.)

New Sizes

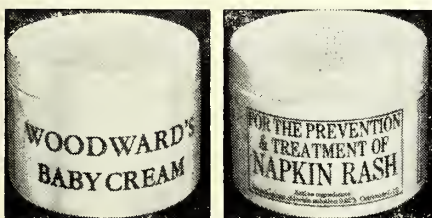
PRIORY LABORATORIES, LTD., Pyramid Works, West Drayton, Middlesex, have introduced two new packings of Seboderm liquid. They are 55-mil (3s. 9d.) and 110-mil 5s. 9d. A new display unit has been produced to feature Seboderm liquid and cream, and special bonus terms are available through representatives.

Snappy Snappers

DURING July and August, 14 Airstrip girls with Polaroid cameras are making random calls on chemists and taking photographs of Airstrip displays. The photographs will be automatically eligible for the Airstrip display competition organised by Smith & Nephew, Ltd., Bessemer Road, Welwyn Garden City, Herts, and enable the winners to choose many gifts. The girls should be easy to recognise as they are to be dressed in special costumes of red, white and blue.

Untaxed

WOODWARD'S baby cream is not subject to purchase tax, stress the manufac-



NEW PACK: Front and rear of new lightweight jar of Woodward's baby cream (See C. & D., May 31, p. 490).

turers, W. Woodward, Ltd., 43 Clapham Road, London, S.W.9. Price details are correctly given in the June issue of the C. & D. Quarterly Price List.

Through Appointed Chemists

INTRODUCTORY packs containing a sample of Milton, Napisan, and Infacare are automatically given to mothers leaving maternity hospitals and nursing homes, but Milton are now extending the offer to expectant mothers through the ante-natal clinics. The expectant mothers obtain a form from the ante-natal clinic pre-stamped with the name and address of the nearest appointed chemist, who exchanges it for the introductory pack. The redemption forms are collected by the Milton



representative and the chemists' stocks replenished. All chemists who stock Milton are eligible to take part in the scheme. Details are available on request from: Milton division, Richardson-Merrell, Ltd., 20 Savile Row, London, W.1.

Tissues Promotion

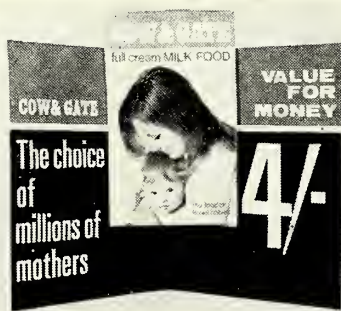
NEW Kleenex boutique tissues by Kimberly-Clark, Ltd., Larkfield, Maidstone, Kent, are being launched with



weekly full-colour pages in all leading women's magazines. A wide range of merchandising material is available for point-of-sale support. Editorial feature coverage in newspapers, periodicals and magazines is also promised.

Discontinued

AS from July 1, Cow & Gate, Ltd., Guildford, Surrey, are discontinuing the manufacture of the following special foods for



VALUE FOR DISPLAY: Strategically placed in its displaypiece, the carton of Cow & Gate full-cream milk food provides the "soft" appeal within the "hard" sell of the legend. The piece is obtainable from Cow & Gate, Ltd., Guildford, Surrey.

sale in the United Kingdom and Ireland: Beurlac, Prolac, Sprulac, Weylac, Lacidac full cream and separated, modified Lacidac in both full cream and half-cream varieties.

Bonus Offers

W. WOODWARD, LTD., 43 Clapham Road, London, S.W.9. Woodward's baby cream. Twelve invoiced as eleven. Showcards and crowners available.

TRENTAM LABORATORIES H.T.L. (NOTTINGHAM), LTD., Easthorpe House, Loughborough Road, Ruddington, Nottingham, NG11 6LP. Intrin. Fourteen invoiced as twelve. Extended until June 30.

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, Essex, RM10 2BR. Anthical cream and lotion, Anthisan cream, Avomine tablets. Ten invoiced as nine (Till August 31).

BELLAIR COSMETICS, LTD., 65 Grosvenor Street, London W.1. Bellair shampoo, talc, all-day deodorant, Pink Rose hand lotion and talc. Twelve invoiced as eleven. Extended till June 14.

Premium Offers

RICHARD HUDNUT, LTD., Eastleigh, Hants, Fashion Style home perm. 1s. off 6s. 11d. size; 1s. 6d. off 10s. 11d. size.

RONSON PRODUCTS LTD., Leatherhead, Surrey. Rio hair dryer. Bikini at saving of 23s. 1d. to purchaser sending order card direct.

BEECHAM TOILETRIES DIVISION, Great West Road, Brentford, Middlesex. Cool Charm in aerosol packs. 1s. off smaller and 2s. off larger pack. Introductory offer.

Metricated

A. H. ROBINS CO., LTD., Redkirk Way, Horsham, Sussex. Demotane expectorant. DC 20-fl.-oz pack replaced by a 500-ml pack.

MERCK SHARP & DOHME, LTD., Hoddeston, Herts. Crememycin 80-oz. size replaced by pack of 200 ml.

Identification

BEECHAM RESEARCH LABORATORIES, Great West Road, Brentford, Middlesex announce that Broxil capsules 250 mg are to be over-printed Broxil.

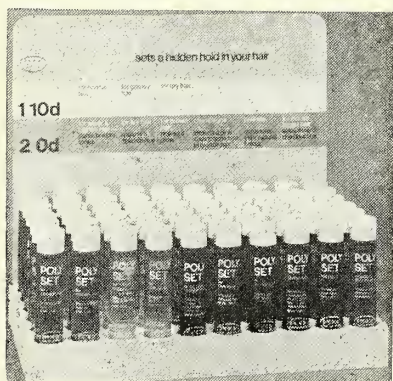
A. WANDER, LTD., King's Langley, Herts, state that their cycloserine 250 mg are being produced with AW10 on one side and quarter scored on the reverse.



INTENDED AS TRIAL SIZE: A new 6-oz size of Thompson's slippery elm food has been made available by Potter & Clarke, Ltd., 9 Wellesley Road, Croydon, CR9 3LP, Surrey. In two-colour printed tins, it is intended as a trial size for new customers attracted by the greatly widened publicity planned for 1969-70.



HERBAL BEAUTY PREPARATIONS: The three Culpeper creams and six lotions now available through chemists from Culpeper House, Ltd., 59 Ebury Street, London, S.W.1. The creams are of elder flowers (7s. 6d.); orange skin (7s. 6d.); red elm skin food for dry skins (11s. 6d.). The lotions are witch hazel (7s. 6d.); mountain water (10s. 6d.); orange flower water (7s. 6d.); Miel de Mignonette (10s. 6d.); Miel of White Violets (10s. 6d.); and milk of lilies (10s. 6d.)



STOCKED AND DISPLAYED: Rigid stand for holding stocks to meet quick sales of Poly Set, makers of which are Lambert Chemical Co., Ltd., Eastleigh, Hants.

Competitions

LENTHERIC, LTD., 17 Old Bond Street, London, W.1, winners in the Tweed window display competition included:—Boots, Ltd., 206 Streatham High Road, London, S.W.16 (second prize, category II, £150 holiday in Mediterranean); Churchills Pharmacy (Chiswick), Ltd., 202 Chiswick High Road, London, W.4 (third prize, category II, £75 Ferguson radiogram). In addition transistor radios were given for staff.



IN MODERN GUISE: Recently redesigned packs in which Digestif Rennie tablets are now available from the manufacturers, Nicholas Products, Ltd., Slough, Bucks.

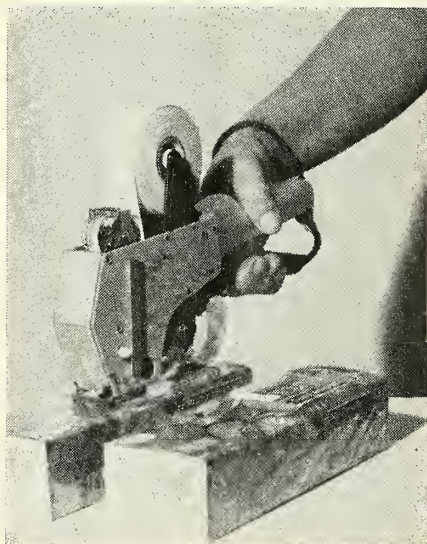
Packaging Notes

Perforated Tape

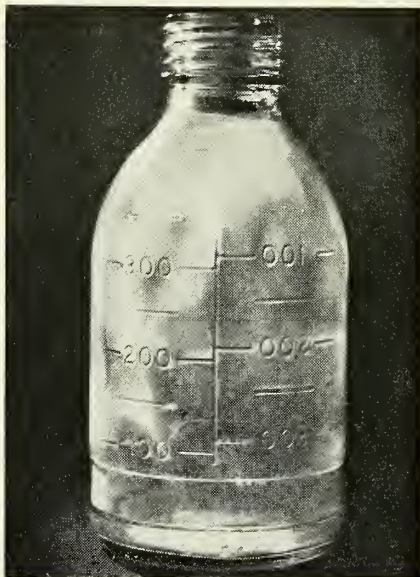
A NEW perforated tape is being offered by Sellotape Products Ltd., 54-58 High Street, Edgware, Middlesex. The tape can readily be torn along the perforation thus obviating the need for scissors or other cutting tools and enables the user to decorate point of sale displays more easily. Since the perforations are barely visible the printed tape can be applied either as a display strip or as a series of individual labels. The new tape is available in a variety of lengths and widths, printed in either one or two colours as required.

Air-jet Pricer

A UNIQUE price-marking device introduced by Lloyd's Machinery Packing Co., Ltd., Lloyd's Building, Chapter Street, Manchester, M10 6AY, applies the label to product by air with the machine in contact with the surface to be labelled. The operator squeezes the handle to print the label and releases it to apply the label by air-jet action. The machine is claimed to



overcome the problem of the printing "creeping" off register, by use of a positive drive drum registering in controls in the label and backing paper. Price setting is by visible bands read through a window on the top of the machine. Accessories included are: ink, spare inking roller, screw driver, cleaning brush, etc. Price is £19 15s.



DUAL PURPOSE: New bottle developed for the supply of plasma protein fraction will be used by the Department of Health and Social Security also for other blood products and infusion fluids. Capacity is 400 ml against the earlier 250 ml and construction is of lightweight glass. Makers are United Glass, Ltd., Kingston Road, Staines, Middlesex.

Bright Future for Glass

IF glass had been invented ten or fifteen years ago, and not 3,000 years ago, it would have been hailed as the greatest modern packaging material, Mr. J. B. Livingston (deputy president, Glass Manufacturers' Federation and vice-chairman, Rockware Glass, Ltd.) said in London on May 21. As the oldest packaging material its properties were taken for granted. Glass remained the preferred stock for pharmaceuticals because of its chemical inertness, versatility of design, choice of colour, clinical cleanliness, "see-through" properties and competitive price. For the future, light-weighting would continue. The 10-oz milk bottle was on trial (it is at present 12 oz) and a 5½-oz bottle was at the experimental stage—the same trend would apply in all markets. An American company had announced the "glass composite pack"—it was planned to produce 600 bottles a minute on a ribbon, or light-bulb type of machine, with an overall wall thickness of 0.035-0.05 in. Those and other lightweight bottles might soon bounce if dropped. Mr. Livingston was speaking at the launch of a new film to promote glass packaging, "Glass Coloured Spectacle." Using the most modern methods of presentation, the film runs for 20 mins and is available on free hire from Sound-Services, Ltd., Wilton Crescent, London, S.W.19, and the Rank Film Library, P.O. Box 70, Brentford, Middlesex.

From COAL to CHEMICALS

A NEW PLANT AT
NEWCASTLE

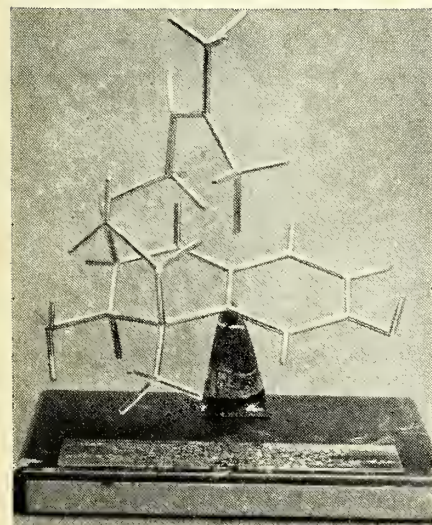
ONCE dependent solely on its colliery for employment, the village of Dudley, Northumberland, situated a few miles north-east of Newcastle-on-Tyne, now has a sophisticated chemical manufacturing plant. Built for Hilton-Davis Chemicals (youngest division of Sterling Winthrop Group, Ltd.), on a 42-acre site that eighteen months ago was a green field, the new plant has 97,000 sq ft of production space and represents an investment of £2 million, bringing the group's total investment to £16 million.

The plant was formally opened on May 30 by the DUKE OF NORTHUMBERLAND (Lord Lieutenant of the county). In his remarks the Duke drew attention to the importance of the plant on local employment. Though the numbers of unemployed in the south-east of the county had fallen from 42,000 to 16,000 over ten years, he said, the average for the area was still 6·8 per cent.—about double the national average. The plant would also be useful in increasing the country's exports. Before unveiling a plaque to commemorate the opening ceremony the Duke charged a reaction vessel to start production of the first batch of Fortral (pentazocine) at the new plant.

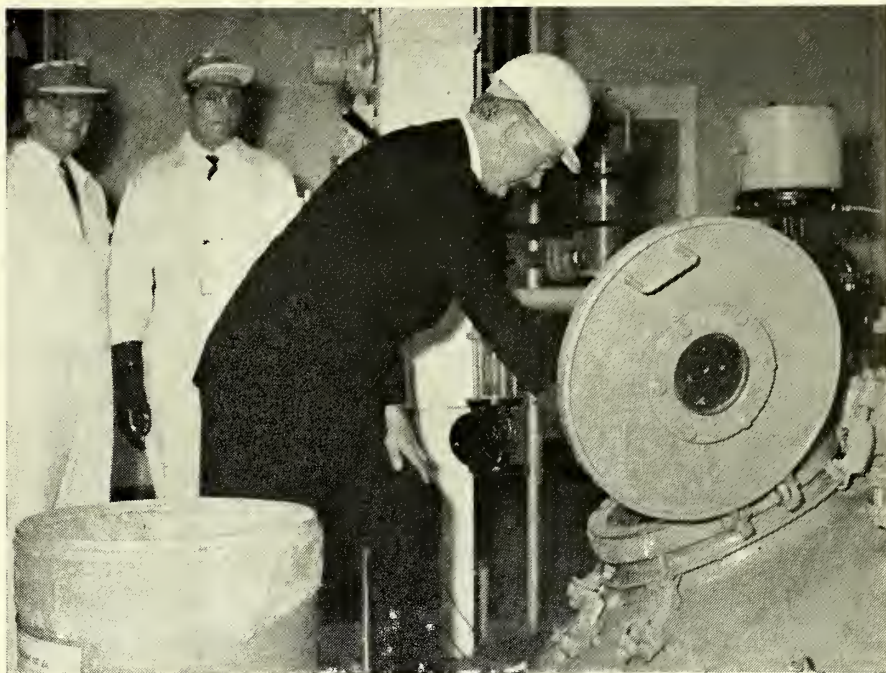
Serving Many Industries

Earlier Dr. J. MARK HIEBERT (chairman, Sterling Drug, Inc.), had told the invited audience that the chemicals produced at Dudley would serve not only the group but also many other industries, including those supplying dyes, paints, weedkillers, plastics and photographic chemicals.

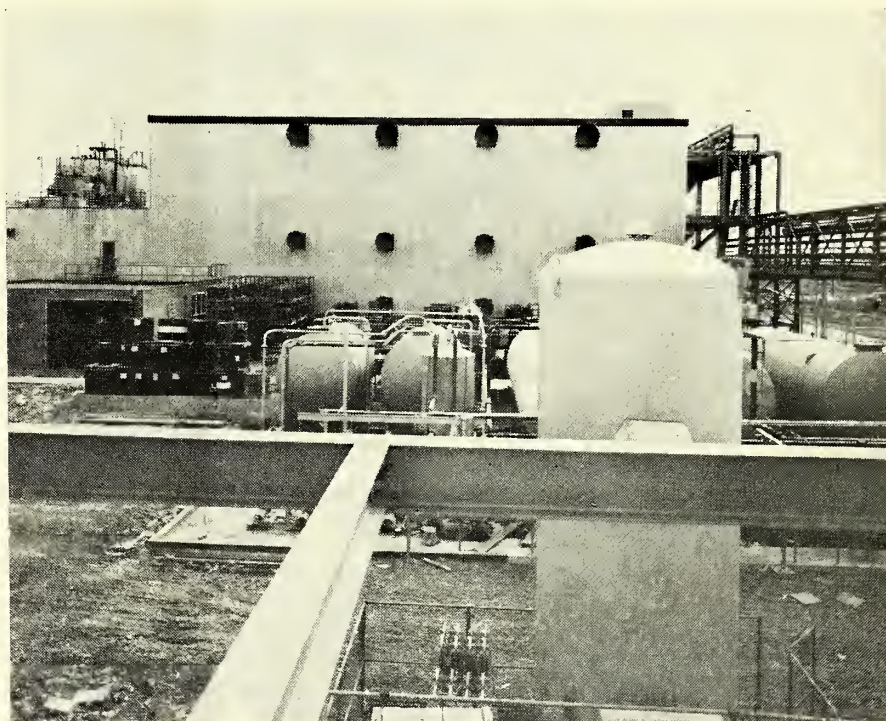
Medicines to be developed at the group's largest pharmaceutical production complex at Fawdon, just six miles away, would largely depend on production at the new plant. On exports Dr. Hiebert said that the group had already won a Queen's Award for Export and added,



A molecular model of pentazocine (Fortral) made of silver which was presented to the Duke of Northumberland after performing the opening ceremony. Another model was presented to Dr. Hiebert.



The Duke of Northumberland dons safety helmet to charge a chemical reactor in the first stage of the production of pentazocine (Fortral) at Dudley.



Tank farm outside Hilton-Davis Chemicals' new Northumbrian plant.

"we don't expect that first award to be the last." The plant had the ability to grow to meet demand; capacity could be increased ten times. That growth he certainly expected to occur to meet home and export demands.

Introducing Dr. Hiebert, Mr. H. C. BARANY (managing director, Hilton-Davis Chemicals), said his company already employed 300 people and a further 200 were

expected to be employed at Dudley in the near future.

The plant incorporates the most up-to-date methods of material handling, instrumentation and fire prevention. Lifts capable of accommodating a fully loaded fork-lift truck operate between different levels of the plant. Contractors were Courtaulds Engineering, Ltd., Foleshill Road, Coventry.

Pharmacy Limitation Proposed in Ulster

LIMITATION of the number of pharmacies in Northern Ireland and rationalisation of their distribution throughout the province is recommended in the report of a committee on "Prescribing and Sickness Benefit Costs in Northern Ireland" (H.M. Stationery Office, Belfast, price 8s. 6d.). The committee suggests that the Ministry of Health and Social Services should explore the means of limitation and also that it should consider the desirability of a statutory limitation on the unrestricted right of entry of registered pharmaceutical chemists to the Health Services Board's pharmaceutical list. The committee welcomes the Ministry's intention to promote the planned distribution of pharmacies in development and redevelopment areas — as in Craigavon new town, but feels such measures do not go far enough.

The committee was appointed in 1964 under the chairmanship of Professor Pemberton (department of social and preventive medicine, Queen's University, Belfast)

to inquire into the factors contributing to the relatively higher cost of prescribing and of sickness benefit payments in Northern Ireland compared with Great Britain and to make recommendations. It has no pharmacist members.

Background to the recommendations on pharmacies is the finding that distribution costs were a contributory factor in making the prescribing costs per person in Northern Ireland nearly 40 per cent. higher than in England or Scotland over the years 1963-66. The cost was, however, similar to that in Wales. The distribution costs factor is attributed to a proportionately greater number of small pharmacies resulting in (i) higher average percentage on-cost; (ii) a probably relatively greater use of smaller, more expensive pack sizes of drugs, and (iii) absence of trade discounts. Other differences are higher on-cost allowance as a result of higher average net ingredient cost of prescriptions and different rates of chemists' remuneration operating in Northern Ireland.

The committee also found a greater average prescription frequency.

The Ministry is recommended to initiate consultations with the British Medical Association with a view to promoting greater use of the British National Formulary. The committee suggests an experiment should be considered in which doctors in selected practices would, for a trial period, agree to restrict their prescribing to preparations in the B.N.F. so far as it was consistent with optimum treatment of patients. It rejects any formal restrictions on doctors' prescribing but considers that the profession should be persuaded to prescribe economically by educative measures and the tightening up of disciplinary measures. Because the present time lag before new drugs are included in the B.N.F. is a disincentive to its use, the committee recommends that representations be made to the Joint Formulary Committee that the book be published at least annually in paper back form, with provision for addenda.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Dispensing Fees

SIR,—It is important to correct the impression given by your correspondent D. L. Thomas (*C. & D.*, May 31, p. 493) that the National Pharmaceutical Union still publishes a fee scale for prescriptions. The N.P.U. has not published such a scale since 1960 and the one Mr. Thompson had in mind was no doubt that published by the Pharmaceutical Society.

J. WRIGHT, *Secretary*,
London, N.14

Rural Dispensing

SIR,—May I, as one of the pioneers in focusing attention on the problems of the rural pharmacist and the dispensing doctor, and hence not to be accused of "jumping on the band wagon," urge all pharmacists to support the efforts currently being made for pharmacy. There is no need for me to repeat the points raised by the president in his letter, but I would say to our urban colleagues that this fight affects us all. If the standard of dispensing of these doctors is accepted as satisfactory by the Government and the public for rural areas, then it can be considered satisfactory for urban patients as well. The threat is ultimately there, and health centres need not be considered sacrosanct either. Though there are safeguards at the moment, the climate could alter if the fight were lost.

MERVYN MADGE,
Plymouth, Devon

SIR,—Whilst all the hot air is being blown over Crossman's weakness one factor is being overlooked. I refer to the supply of the tools of our trade to the medical profession by our own members, usually managers for multiple concerns. I know of one instance in which a company pharmacy supplied a firm of G.P.s in a large village some few miles away, and yet this same village had its own

private pharmacy. I am amazed at the number of proprietor pharmacists who sell and even display proprietary medicines and toiletries made by such companies. There are also the manufacturers and general wholesalers who come looking for our business in packed goods and "ethicals" whilst they are doing likewise with the local g.p.s and "vets." Proprietors would do well to take a good look at their supplies. They might find out who is feeding the hand that bites them.

RURALIST

They Won't Trouble to Check

SIR,—We were most intrigued to see the advertisement by Farmura Sales in your May 24 issue. It is obvious that we are not the only distributors who, wishing to distribute solely through the wholesale trade, are being metaphorically kicked in the teeth by the very people whom we are trying to support. We are constantly being irritated by incompetent staffs of various wholesalers stating that our products, such as Placentubex, Placentubex foam mask, etc., are discontinued. The truth is that far too many order-takers are too inefficient to check whether a line is out of stock or discontinued. As a result many consumers are denied the opportunity to purchase goods which they require and many chemists are denied the profits which they need. Apparently many wholesalers don't need the business or are so badly organised as to lose considerable amounts of turnover.

R. D. Henry, *Director*,
David Harvey & Co., Ltd.,
London, E.C.2

Easing the Chemist's Burden

SIR,—Now that the Ministry are in the process of evaluating the work that is done in a pharmacy, could not a parallel investigation be carried out by the N.P.U. on the streamlining of the pharmaceutical

processes? Instances that leap to mind are the metric bottles that won't stack, the sealed-on screw caps that won't screw off, sponge rubber bits stuck so far into bottles that they take minutes to remove, strengths printed so small on labels that a magnifying glass becomes a necessity in the dispensary. Then there is the matter of pack endorsements. Month after month the same figures are filled in, many times over for the same items. At a 1-minute per entry in a pharmacy dealing with 24,000 receipts a year this means 100 working hours for one person. Surely this could be considerably reduced! The N.P.U. provides shopfitting services where the streamlining of the services to the customer are considered, and I am sure that the same critical review of the packs of manufacturers in relation to the dispensing needs would produce a considerable reduction of wear and tear on the nerves and muscles of the supervising pharmacist. If the countersigning of prescriptions had provided a space on the front for the exempted person's signature, a considerable amount of time would be saved. Perhaps a competition for the best designed EC10 could be run by the pharmaceutical Press, and the winning design presented to the Ministry.

D. H. R. MOODY,
Clacton-on-Sea, Essex

Candidates' Thanks

SIR,—I should like to thank all those who voted for my re-election to the Council of the Pharmaceutical Society.

C. C. STEVENS,
Macclesfield, Ches.

SIR,—I wish to express my thanks to the electorate for the privilege of being able to serve pharmacy in Scotland since 1951, in the U.K. since 1959.

JOHN B. GROSSET,
Edinburgh, 9

GIVE ONE OF OUR GIRLS A NICE SURPRISE AND SHE'LL GIVE YOU ONE BACK.

Make your Airstrip display look special and you're in line for one of the 225 exciting and valuable gifts in the Elastoplast Airstrip Display Competition.

During July and August, Airstrip Girls will be making random calls all over the country (excluding N. Ireland) and photographing Airstrip displays, which will automatically qualify for entry into this competition*. The 225 winners will select their prizes from the Smith & Nephew Gift Catalogue.

And there's a whopping big full-page colour campaign for Airstrip plasters in **WOMAN, WOMAN'S OWN, WOMAN'S REALM . . .** and big spaces in other national media.

So make up your display, and your customers will be buying.

And one of our nice girls may bring you a handsome prize.



**DISPLAY TODAY
FOR EXTRA
SALES AND PRIZES!**

* Additionally, retailers' own photographs of Airstrip displays will be accepted as entries if received by 11th August, 1969.



SMITH & NEPHEW LTD., WELWYN GARDEN CITY, HERTS



106 million of them

This Spring 106 million people will see how
Polaroid Sunglasses eliminate reflected glare.
It's the greatest sunglass campaign in Polaroid

U.K. history.

During May, June and July, our ads will appear
18 times in the Daily Express. And on television

Cumulative price changes

AMENDING C & D
QUARTERLY PRICE LIST
FOR JUNE 1969

HOLD ON TO THIS SUPPLEMENT!

It contains information
that will not be repeated

(Note: If you lose a sheet, please apply to the Publisher for a replacement.)

To know whether a product has changed in price since the current Quarterly Price List appeared, look at the index which follows. If the product is listed, turn to the page number indicated. If not, turn to the Q.P.L. itself for the price of the product.

Achromycin, 3	Bold Bulk, 4	Elizabeth Arden, 2	Head & Shoulders, 3	Limbitrol-10, 5	Pentrium, 5	Skin Dew, 1
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Aldomet, 6	Cadum, 4	Fairy, 3	Hydrosaluric, 5	Lloyd's, 2	Polytar, 2	Spastipax, 5
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Anseps, 6	Chantane, 4	Femfresh 6	Imprevu, 2	Max Factor, 2	Punch and Judy, 2, 5	Staycept, 1
Anugersic, 4	Chappie, 2	Ferro-Redoxon, 6	Inderal 80, 2	Medinal, 2	Purr, 2	Suba-Seal, 3
Aramis, 3	Chem-Plus, 6	Fersaday, 2	Indocid, 5	Mickies, 2	Quosh, 5	Suede, 5
Arterol, 6	Chiefs, 2	Fiesta, 5	Inecto, 5	Misty, 2	Racasan, 2	Sunarama, 1
Astral, 4	Chukka, 2	Fisherman's Friend, 2	J. Cloths, 5	Nappi-Wite, 2	Rebane, 2	Tang, 1
Atoi, 4	Colgate, 4	Folks, 5	Karswood, 2	Natabec, 2	Redoxon, 5	Targot, 3
Auriquin, 4	Colourbac, 4	Formacaine, 5	Katkins, 2	Nivea, 3, 5	Remington, 2	Tecadrine, 1
Avloprocil, 4	Conotrane, 2	Formamint, 2	Kenalog, 3	Noludar, 5	Revlon, 3	Tercoda, 5
Ballet, 3	Coty, 4	Wulfling, 5	Kit-E-Kat, 2	Normemon, 3	Ricoh, 2	The Blue Train, 5
Band-Aid, 4	Cremomycin, 4	Fujica, 2	Kleenex, 2	Norton, 5	Ro-A-Vit, 5	Trill, 1
Beffavit, 6	Culpeper, 4	Fujichrome, 2	Kodak, 5	Nostoline, 5	Robinson's, 2	Tryptizol, 5
Benadon, 6	Cussons, 2	Gala, 2	Kotex, 2	Notoids, 5	Ronicol, 5	Vitacup, 1
Benbows, 3	Cyclospasmol, 4	Gamgee, 3	Lactol, 2	N.P.P., 3, 5	St. Aubrey, 1	Vitapointe, 1
Benerva, 6	Decadron, 6	Gantrisin, 5	Laguna, 2	Nu-Rub, 5	St. James Balm, 3	Welsh's, 5
Benoids, 6	Decadron-75, 6	Geeps, 5	Laroxyl, 5	Nu-Soft, 5	Sandra, 2	Whiskas, 1
Benvil, 4	Delsey, 2	Gelufen, 5	Lassie, 2	Odol, 2, 5	Seboderma, 1	Woof, 1
Bepanthem, 6	Dimotane, 3	Gleem, 3	Ledercort, 3	Old Spice, 2	Saluric, 5	Xerumenex, 3
Berkmycen, 6	Disipal, 3	Glucophage, 2	Less, 2, 5	Omnopon, 5	Servicin, 1	Xyloproct, 5
Betadine, 4	Dixcel, 2	Glykola, 5	Lextron, 3	Pagan, 5	Shaw's 1	
Bidex, 4	Dorant, 3	Gonadotrophon, 5	Librium, 5	Pal, 2	Shierlys, 1	
Bioglaml-M/Q, 2	Dromoran, 6	Gordon Moore, 2, 5	Lil-lets, 2	Paterson, 3	Pedegree Chum, 2	
Black Vel Vit, 4	Elimit, 3	Hanimex, 2	Limbitrol-5, 5			

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

Aldis (1027 Rank)				Belfavit (1074 Roche)			
R	slide projectors			D	ampoules		
	Trulite 80 with			D	Benadon (1074 Roche)		
	8.5cm lens	—	—	D	ampoules		
	2000 semi-auto	—	—	D	Benerva (1074 Roche)		
	with 8.5cm lens	—	—	D	ampoules 25mg/ml 50		
	2000 automatic	—	—	A	Benoids (1152 SK)		
	with 8.5cm lens	—	—		2oz 16 6	6 0	2 6
	2000 auto de luxe	—	—	D	Bepanthen (1074 Roche)		
	with 8.5cm lens	—	—	D	ampoules 500mg/2ml 50		
R	Aldomet (837 MSD)			D	Berkmycen (117 BPL) T5		
	tablets 250 mg	30	13 5ea	R	capsules 250mg 100 20	0ea	— 30 0
		100	38 3ea		1000 180	0ea	— 270 0
		500	186 8ea				
A	Altoids (1152 SK)				Bronnley (194 Bronnley)		
	50g	16 6	3 7		antiseptic soap	—	— 2 6
A	Anseps (1152 SK)			A	Chem-Plus (903 NPU)		
	2oz	17 6	6 5		antiseptic 3oz	17 0	6 3 2 8
					denture cleaner	18 9	6 10 2 11
D	Asterol (1074 Roche)			R	Decadron (837 MSD) T5		
	tincture 250 ml				injection vial 2ml	18 10ea	— 28 3

	tablets 0.5 mg	30	18 7ea	—	27 11
		100	56 4ea	—	84 6
		500	270 0ea	—	405 0
R	Decadron-75 (837 MSD) T5				
	tablets	30	28 0ea	—	42 0
		100	84 5ea	—	126 8
		500	405 0ea	—	607 6
D	Dromoran (1074 Roche)				
	ampoules 2mg/ml 50				
D	Ephynal (1074 Roche)				
	ampoules 100mg/2ml				
I	Esoterica (1520 IPM)				
	cream original	23 10	tax pd	31 9	
	facial	23 10	tax pd	31 9	
	forte	31 6	tax pd	42 0	
	Eylure (443 Eylure)				
	New Look lashes				
	whoppers and	169 6	93 3	29 6	
	under lashes				
	super-doozers	146 0	80 3	25 7	
	and under lashes				
	spikey and under	146 0	80 3	25 7	
	lashes				
	demi-spikey and	132 0	72 7	23 0	
	under lashes				
	face savers	50 20	2 9	2 9	
		150 40	0	5 6	5 6
	Femfresh (47 Anestan)				
	deodorant				
	dry-spray aerosol	55 9	30 8	9 11	
	large	35 9	19 8	5 11	
	gelee				

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Ferro-Redoxon (1074 Roche)									
D	granules								
Fiesta (981 Picot)									
•	eau de toilette	1 1/2 oz	92 0	50 7	15 9				
		3 oz	161 0	88 6	27 6				
A	Folks (1152 SK) †DDI	20z	20 0	—	2 6				
I	Formacaine (1386 TP) †DDI	20z	18 4	6 10	3 5				
	tablets	20	(10)	(10)	—				
	dp500	33 0	—	—	—				
Formamint, Wulfin (1386 TP)									
	tablets	20	10 3	3 9	1 11				
		50	19 7	7 2	3 8				
		(10)	(10)	(10)	—				
Gantrisin (1074 Roche)									
D	ampoules 2g/5ml	20	10 3	—	—				
A	Geeps (1152 SK) †	20z	17 6	6 5	2 9				
	junior	20z	17 6	6 5	2 9				
•	Gelufen (17 Agprolin)	500ml	8 6ea	—	—				
	mixture	11 16	Oea	—	—				
		21 30	Oea	—	—				
D	old packs	—	—	—	—				
•	Glykola (17 Agprolin)	500ml	8 6ea	—	—				
		11 16	Oea	—	—				
		21 30	Oea	—	—				
	infans	500ml	7 3ea	—	—				
		11 13	6ea	—	—				
		21 26	Oea	—	—				
D	old packs	—	—	—	—				
Gonadotrophon (930 P & B) †s4B									
I	L.H. ampoules	1	20 0ea	—	30 0				
D	12,000iu	—	—	—	—				
Gordon Moore (563 Hampshire)									
	cosmetic tooth	18 6 1/2	6 9 1/2	2 7					
	paste	26 10 1/2	9 10 1/2	3 9					
D	Hill's (605 Hill's) existing entry	—	—	—	—				
I	Hill's (605 Hill's)	20 6	7 6	2 11					
	balsam pastilles	—	—	—	—				
	bronchial balsam	30 0	11 0	4 3					
	†DDI	50 0	18 4	7 1					
	junior balsam	25 0	9 2	3 7					
	sore throat	—	—	—	—				
	lozenges †	24 0	—	3 0					
R	Hydroderm (837 MSD) TS	5g	3 9ea	—	5 8				
	ointment	15g	7 9ea	—	11 8				
R	Hydromet (837 MSD)	100 49	7ea	—	74 5				
	tablets	500 244	7ea	—	366 11				
R	Hydrosaluric (837 MSD) †s4B	100 21	2ea	—	31 9				
	tablets 25mg	500 104	Oea	—	156 0				
	50mg	100 39	Oea	—	58 6				
		500 188	9ea	—	283 2				
R	Hydrosaluric K (837 MSD) †s4B	25 6	Oea	—	9 0				
	tablets	100 22	7ea	—	33 11				
		500 108	Oea	—	162 0				
R	Indocid (837 MSD) †s4B	30 13	9ea	—	20 8				
	capsules 25mg	100 38	7ea	—	57 11				
		500 188	7ea	—	282 11				
	suppositories	12 19	Oea	—	28 6				
	100mg	200ml	Oea	—	30 0				
•	Inecto (1028 Rapidol)	—	—	—	—				
•	Hint of a Tint	—	—	—	—				
	medicated	8 8	2 9	1 6					
	shampoo	6 4	2 4	1 0					
	shampoo's	6 4	2 4	1 0					
	medicated	6 4	2 4	1 0					
I	J Cloth (672 Johnson)	6 24	4 3 4	3 0					
	all purpose cloths	12 45	0 6 2	5 6					
Kodak (711 Kodak)									
	colour miniature film	—	—	—	—				
	Kodachrome II	135-20	15 10ea	4 8ea	24 0				
		135-36	22 10ea	6 6ea	34 6				
	type A	135-36	22 10ea	6 6ea	34 6				
	exclusive of processing	135-20	8 8ea	4 8ea	14 11				
		135-36	11 9ea	6 6ea	20 11				
	Kodachrome-X	135-20	15 10ea	4 8ea	24 0				
		135-36	22 10ea	6 6ea	34 6				
		126-20	15 10ea	4 8ea	24 0				

Laroxyl (1074 Roche)									
D	tablets 25mg	25							
I	Less (563 Hampshire)	18 6 1/2	6 9 1/2	2 7					
Librium (1074 Roche)									
D	capsules 5mg	25							
D	10mg	25							
D	tablets 5mg	25							
D	10mg	25							
I	Limbitrol 5 (1074 Roche) †s4B	—	—	—	—				
I	Limbitrol 10 (1074 Roche) †s4B	—	—	—	—				
Marina (786 Macdonald)									
I	face cloths	1 10 8	1 6	1 5					
		1A 10 8	1 6	1 5					
		1B 10 8	1 6	1 5					
		2 12 3	1 8	1 8					
		3 15 0	2 11	1 11					
		3A 14 3	1 11	1 11					
		3B 14 3	1 11	1 11					
		3C 14 3	1 11	1 11					
		4 15 9	2 2	2 1					
		4A 15 9	2 2	2 1					
		5 17 6	2 5	2 3					
		6 18 6	2 6	2 6					
		7 20 6	2 10	2 9					
		8 21 9	3 0	2 11					
		8A 22 3	3 1	2 11					
		8B 21 9	3 0	2 11					
		8C 21 9	3 0	2 11					
		9 24 2	3 4	3 2					
		9A 25 0	3 5	3 3					
		11 26 9	3 8	3 7					
		12 29 3	4 0	3 10					
		12A 27 11	3 10	3 10					
		14 30 11	4 3	4 1					
		15 33 6	4 7	4 5					
		10 12 6	1 9	1 8					
		10B 15 6	2 2	2 0					
•	Nivea (1164 SSL)	397 43 11	23 8	7 6					
Noludar (1074 Roche)									
D	capsules 300mg	10							
D	tablets 200mg	10							
Norton (900 Norton)									
A	gift sets	—	—	—	—				
	Be My Guest G30	132 0	30 0	18 11					
	soccer ball/wash	—	—	—	—				
	cloth L12	64 0	16 0	9 4					
	tennis ball/ash	—	—	—	—				
	cloth L11	64 0	16 0	9 4					
	wash cloth guest	—	—	—	—				
	discs G24	88 0	21 0	12 9					
	wash cloth rose	—	—	—	—				
	soaps G25	72 0	18 0	10 6					
•	bubble bath	—	—	—	—				
•	cognac Q12	61 0	22 4	9 6					
•	Hairy Hare	81 57 0	20 11	8 11					
A	MRN jar	H8 72 0	26 5	11 3					
novelty soaps									

A = Price Advanced
R = Price Reduced
• = New entry
D = Delete
C = Correction
I = Insert

R	Nostroline (1549 Matthews)	20 3	7 5	2 10					
A	Notoids (1152 SK)	20z	17 6	6 5	2 9				
N.P.U. (903 NPU)									
A	combs nylon	10 8	3 11	1 8					
	men's	9 3	3 5	1 5					
	tail	12 4	4 6	1 11					
	dressing	—	—	—	—				
	combs	—	—	—	—				
	polypropylene	5 10	2 2	1 1					
	men's	5 10	2 2	1 1					
	tail	7 6	2 9	1 2					
	dressing	10 8	3 11	1 8					
	nail brushes	10 0	6 11	3 0					
	loop handle	15 0	5 6	2 4					
	standard	—	—	—	—				
A	Nu-Rub (903 NPU)	—	—	—	—				
A	Nu-Soft (903 NPU)	—	—	—	—				
	hankies (3 ply)	50 10 11	1 6	1 5					
	Hanx	100 19 9	2 9	2 7					
	kitchen rolls	15 0	2 1	1 10					
	tissues	65 8 6	1 2	1 1					
		175 21 0	2 11	2 9					
D	Perfex (1022 Racasan)	30 5 1/2	11 2	4 3					
I	Odol (563 Hampshire)	52 6 1/2	19 3 1/2	7 4					
	mouthwash	20 10 1/2	7 8	2 11					
	toothpaste	37 0 1/2	13 7	5 2					

Omnopon (1074 Roche)									
D	tablets 10mg	500							
Pagan (981 Picot)									
•	eau de toilette	1 1/2 oz	92 0	50 7	15 9				
		3 oz	161 0	88 6	27 6				
Pentrium (1074 Roche)									
D	tablets	25							
I	Perfex (672 Johnson)	268 2 1/2	36 10 1/2	2 11					
	cleaning cloths (3)	(1 gross)	(1 gross)						
Pethidine (1074 Roche)									
D	injection solution 50ml								
Pimafucin (192 Brocades) Ts									
•	cream	15g	12 6ea			18 9			
•	suspension	20ml	56 0ea						
Pinestol (812 M & PP)									
•	shampoo	100ml	11 0	4 0	1 9				
		200ml	17 0	6 3	2 9				
		500ml	30 0	11 0	4 9				
D	old packs								
Punch and Judy (S63 Hampshire)									
I	toothpaste	18 6 1/2	6 9 1/2	2 7					
	fluoride	18 6 1/2	6 9 1/2	2 7					
Quosh (103 Beecham)									
	orange and lemon	24 8	5 5 1/2						
	lemon barley,								
	pineapple/grapefruit,								
	orange/pineapple,								
	mandarin and								
	lemon/lime	26 10	5 11						
	lime	30 2	6 7						
Redoxon (1074 Roche)									
D	ampoules								
	100mg/sml	6							
D	1g/5ml	3							
Ro-A-Vit (1074 Roche)									
D	drops								
Ronicol (1074 Roche)									
D	ampoules								
	100mg/2ml	6							
R	Saluric (837 MSD) ts4B	100 28 10ea			43 3				
	tablets 0.5g	500 139 9ea			209 8				
A Smith Kendon (1152 SK)									
	lozenges								
	Brompton	17 6	6 5	2 9					
	linseed liquorice								
	and chloro-								
	dyne tDDI	17 6	6 5	2 9					
	pastilles								
	blackcurrant and								
	glycerine	17 6	3 10	2 6					
	blackcurrant								
	iodised throat	17 6	6 5	2 9					
	bronchial	16 6	6 0	2 6					
	catarrh	17 6	6 5	2 9					
	eucalyptus and								
	menthol	17 6		2 3					
	Gee's linctus								
	BPC tDDI	16 0		2 0					
	glycerine and								
	thymol	17 6		2 3					
	honey glycerine								
	and lemon	17 6	3 10	2 6					
	red gum and								
	menthol	16 6	6 0	2 6					
A Solo (903 NPU)									
	men's hairdressing	12 6	6 10	2 4					
Spastipax (894 Nicholas) ts1s4A									
I	tablets	30 73 0			9 2				
D		50							
Suede (981 Picot)									
•	eau de toilette	1 1/2 oz	102 6	56 4	17 6				
		3 oz	172 6	94 10	29 6				
Terocoda (17 Agprolin) tDDI									
	500ml	11 0ea							
		11 20 0ea							
		21 36 0ea							
The Blue Train (981 Picot)									
•	eau de toilette	1 1/2 oz	92 0	50 7	15 9				
		3 oz	161 0	88 6	27 6				
R Tryptizol (837 MSD) ts4B									
	syrup	200ml	14 2ea		21 3				
	tablets								
	10mg	100 9 10ea			14 9				
		500 42 2ea			63 3				
	25mg	100 19 0ea			28 6				
		500 85 7ea			128 5				
Welsh's (1496 Welsh)									
R	Hazlan witch hazel								
	toilet lanolin	22 0	12 0	3 9					
A Pinkgle hand and									
	body lotion	41 0	22 6	7 0					
R	plastic pack	20 6	11 3	3 6					
Xyloproct (68 AH) TS									
•	ointment	15g	11 6ea		17 3				
•	suppositories	10 9 6ea			14 3				
D	existing products								
D	Xylproct H (68 AH)								

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Council Whizz Kids

SO long as there was only one representative of the Chemists' Action Group on the Council of the Pharmaceutical Society the Group could plead that it needed greater representation in order to achieve results. Mr. Blum played himself in with a reticence and self-control that could easily have been mistaken for masterly inactivity or, to put it another way, just plain non-Action. Rumour has it that not until the final meeting of his first twelve months did he blossom out into making a vocal contribution at the Council table.

Now that there are three there will not be the same alibi. The Group's appeal was to voters impatient of the present Council and its policies and avid for revolutionary change. Voters in that mood will want to see evident progress towards it, and pretty quick. Those among them — and we suspect they were relatively numerous — who were attracted by the negative side of the Group's "platform" (*C. & D.*, February 22, p. 176) will demand a quick riddance of the "diploma leaders" with which they have been "hamstrung." They will want quick release from the "need to tie up capital in the dispensary." Tied-up capital so released will no doubt come in handy as pocket-money, for the Group promises they will "not find so pressing or attractive the call of unrelated merchandise," so there will be no question of reinvesting their drug money in other wares. Those voters who were attracted by the more tangible planks in the platform will not want to wait too long for their "basic net fee of £4,500 for up to 1,500 items," plus "fringe benefits as at present" (and, for good measure, drugs supplied free by the Government). Employees of the multiples will be keen to acquire leases of the branch dispensaries and gain personal contracts with the Executive Council. The price of the lease need be but nominal since the companies, just as much as the independents, will have money to spare when the drugs come in free.

In the promised landscape those are main features. But how can they come about by Council action? Council committees, to which the newcomers, like the established members, will be appointed, are concerned with organisation, professional practice, ethics, law enforcement and the rest, reflecting the Society's Charter interests and responsibilities. None is concerned with "placing the Society at the centre of N.H.S. negotiations." That is currently the province of the National Pharmaceutical Union, a function which, indeed, it was set up to take over (with trade matters) from the Society. First step in putting the Society at the centre of negotiations must therefore be, in good logic to dissolve the N.P.U. or bring it back into the womb. Where must the initiative be taken

to do that? In Mallinson House, perhaps, but hardly at No. 17.

A good deal of disillusionment and frustration is, we imagine, going to build up in the next twelve months among the Group's supporters. And in hardly less degree among their leaders too, who will be compelled to realise that they are working within a limited framework, circumscribed alike by Charter restrictions and by entrenched powers outside the Society. However, some of the rebels of the past have in time made excellent presidents. We hope the new arrivals will come to recognise that the Council colleagues they are joining, though far from faultless, have been discharging their duties with fair diligence. They may even have been making sensible progress to that "degree of unity never before known" which it is the Group's avowed objective to achieve.

Image More Potent Than Price

THE £105 million toilet preparations market is unlikely to be directly affected by the report by the Prices and Incomes Board (see p. 504) of its investigation into manufacturers' prices.

There may be a period of price stability, but no fundamental alteration in the structure of the industry is foreseen. That any changes, whether slight or radical, must arise from an amended outlook by the customer is recognised by the Board. So far as cosmetic preparations are concerned, a considerable psychological change would be involved, and that would probably be resented by the purchasers, who are usually seeking the undefinable—the exclusive, maybe a mirage. If the report has any effect at all it could be as an outcome of Government action. The Board makes mention of the Weights and Measures Act, 1963, requirement for packages to be marked with quantity of the contents, and points out that "there is no uniformity in the units used." The *Which?* comment: "It is absurd that the contents should not be quoted in a standard way," is added to underline the Board's finding that consumers of some products are not well informed about quality or quantity. If that is held to call for more education of consumers, then legislation could be introduced to ensure that declarations are given in one system—possibly the metric.

The other possible aspect of Government intervention is through the use of purchase tax, which is described by the Board as "the principal instrument that is open to the Government to use in a situation in which the nature of the market makes for high profits." Though Governments, or rather Chancellors, do not always act in a predictable manner, or in accordance with advice given, the Board's report hints that the 20 per cent. increase in purchase tax on cosmetics and 47 per cent. on toiletries generally have constituted the major element in increased retail prices, and might have contributed to the decline in sales, particularly in cosmetics.

That the swingeing increase in tax is having its effect on the cosmetic market is reflected in company reports now being published.

ALL RE-ELECTED: Mr. A. Howells was re-elected as *President* of the Pharmaceutical Society at its Council Meeting on June 4. Messrs. W. M. Darling and H. Steinman were re-elected *Vice-president* and *Treasurer* respectively.

HOSPITAL PHARMACY FORUM

A Woman's Job?

By a HOSPITAL PHARMACIST

NOT so long ago pharmacy was almost entirely a male preserve but a survey of the undergraduate population of schools of pharmacy in 1968 leaves no room for doubt that women will soon be in the majority. In the hospital service that is already so.

Careers Advice to Girls

During the past ten years careers advisers in girls' grammar schools have become increasingly aware that pharmacy has many attractions for a girl with an interest in the biological sciences. Unlike the medical schools, schools of pharmacy do not appear to discriminate against women and, because the number of available places is well above the demand for them, no applicant who can satisfy even the minimum educational requirements laid down by the Society is likely to be turned away. Most important still, pay, even in the hospital service, is a good deal better than that in most other occupations open to women graduates. That is particularly true during the first five or six years of paid employment, after which the majority of women are likely to resign their posts to marry and take on family responsibilities. In fact, at the age of twenty-seven or twenty-eight, a woman pharmacist will probably have earned a great deal more than she would have done had she decided to read medicine instead.

For a boy with similar interests the situation is vastly different. If he has put up a particularly good performance at "A"-level a wide choice of careers is open to him. He can, for instance, apply, with a reasonably good chance of success, for admission to a medical school. If accepted, he is assured not only of relative affluence for the rest of his life but a guaranteed place in society. Even if the practice of clinical medicine does not appeal to him a registrable medical qualification is the key to most of the doors leading to the top jobs in the life sciences. Would anyone advise such a boy to choose pharmacy?

If his "A"-level results are not quite good enough to ensure him a place in a medical school, a wide variety of choices are still open to him. However, careers masters who buy their gramophone records and motor-car accessories from a shop that calls itself a "pharmacy" are not easily convinced that, somewhere behind the scenes, lurks a specialist in a branch of the biological sciences, and in consequence, they tend to look upon pharmacy as something of a last resort for the less able boy who has not quite made the grade for university entrance, but can still satisfy the Society's educational requirements.

In such circumstances it is not difficult to understand why women now account for about 40 per cent. (excluding overseas students) of the undergraduate population of schools of pharmacy. That, however, is not the whole story. It is a fairly well known fact that the number of applicants for places in the university schools far exceeds the available supply and that, as a result, they are in a position to impose exacting entrance standards well above those demanded by the Society. In the non-university schools the reverse is the case. Some of them actually advertise for students in the newspapers and in consequence they are likely to accept any student who can satisfy the minimum requirements of the Society. In fact it could well

be that many of their students have been previously rejected by the university schools.

It is therefore somewhat wounding to male pride to note that, in the university schools, nearly half of the undergraduate students are women, while in the non-university schools men outnumber the women by almost three to one. If we accept performance at "A"-level as a true measure of ability—and we surely have no alternative if we believe pharmacy to be a learned profession rather than a skilled craft—then it must follow that university graduates, of whom nearly half are women, are likely to be better pharmacists than the predominantly male C.N.A.A. graduates from the non-university schools. That conclusion is supported by the fact that, though the total number of male students in both types of school well exceeds that of the female, more women than men graduate with first-class honours.

Soon Forced to Choose

Yet, in most branches of pharmacy, there is still a marked reluctance to appoint women, even those who are no longer "at risk" to the more senior posts. That is certainly true in the hospital service where, in the junior grades, women heavily outnumber the men. Most of the women are likely to leave the service before they reach the age of thirty, but some will stay on and make it their career. Hospital authorities making appointments to senior posts may therefore soon find themselves forced to choose between women with high academic qualifications and men who are less well qualified. Some of them have already had to face the same problem in reverse when making senior nursing appointments, and the signs are that merit is slowly but surely becoming the deciding factor. That is, of course, as it should be.

NEW FILMS

Calf Denervation for Claudication

Made at Scarborough Hospital, Yorks, under the direction of D. W. Jackson, F.R.C.S., and A. V. Pollock, F.R.C.S. 16 mm Colour, Sound. Running time 14 minutes.

AT a golf course near Scarborough a golfer finds his game limited by claudication. He is admitted to hospital and the calf muscles are denervated. The film shows the technique of the operation. Illustrated by diagrams, it gives details of post-operative treatment. The film is available on free loan from the Film Library, Reckitt & Sons, Ltd., Hull, Yorks.

Iron Metabolism

Dr. J. Fielding, St. Mary's Hospital, London W.9. 16 mm. Colour. Sound. Running time 30 minutes.

RECENTLY added to the film library of Astra of Sweden (in Britain Astra-Hewlett, Ltd., King George's Avenue, Watford, Herts) the film was awarded a bronze award in the British Medical Association's international film competition, 1968. It is designed to have instructional value over the whole range of medical education. It illustrates the forms of metabolically active iron that occur in man, the modern theory of iron absorption and iron transport, and the metabolic cycle from haemoglobin synthesis in the marrow to its catabolism in the reticulo-endothelial system. Applications to borrow the film should be sent to the company's film librarian (Miss Kemp) at Watford.

"Open Shop"

BY E. C. TENNER

Staff Taxed and Staff Trained

SOME weeks ago an editorial article commented adversely on the National Pharmaceutical Union resolution that the payroll levy for the Industrial Training Board for Distribution should be calculated on a notional figure based on the Joint Industrial Council scale of payment for each member of staff. Personally I feel that the resolution has a good deal to commend it. It would seem to me that there is no good reason why an employer should be penalised merely because he pays good wages to his staff, nor should there be any advantage to the employer who makes do with poor staff merely because they are cheap to hire. Further we must all realise that the rate for the job varies considerably between town and city and indeed between various parts of the country. That obviously introduces further anomalies. It may be argued that, in the high-wage city areas, there will be greater facilities for staff training, but investigation might also prove that in those same areas the incidence of part-time staff who would not be interested in any form of training would also be greater. Possibly also there will be more movement of staff from job to job, leading to courses being started and abandoned before completion. I will readily admit that I have, from its inception, been solidly against this particular legislation. I can see no good whatever in it, and would suggest that its final result will merely be to burden us with further financial outlay and yet another horde of totally unwanted officials to administer it. Pharmacy as still largely practised in this country is a very personal type of business and I have sufficient confidence in my fellow pharmacists to be satisfied that they are quite capable of training their staffs in a manner best suited to their own particular pharmacies without any interference from outside bodies. If anything further is required I feel that it is already in some measure being provided by the N.P.U. staff training sessions. There is certainly a certain wry humour in the present position of a government on the one hand coercing us by penal Selective Employment Tax to get rid of staff and on the other hand telling us to send our staff to day-release classes—which will mean in many cases taking on even more staff if the work of the pharmacy is to continue and again taxing us heavily on the extra staff by means of the levy and the Selective Employment Tax.

Prompt Attention to Inquiries

Not long ago I read an advertisement in the *C. & D.*, where the advertiser, a large firm, assured the readers of prompt attention to all inquiries. I had quite a good laugh. It so happens that I addressed an inquiry to this particular firm in October 1968 and am still awaiting a reply. I also note that, during the past few months, I have returned faulty goods to three different firms and am still awaiting even an acknowledgement, let alone the replacement of the goods. I am given to wonder if this is now typical of British manufacturers and distributors, or is it just that my letters and parcels are particularly prone to loss in the post?

Metric Diluents

I still feel somewhat sore that the whole responsibility of the metric conversion has been placed on pharmacists in retail practice. I feel that both the manufacturers and the doctors should have been saddled with some legal obligations in the matter. However, I do consider that, if only in their own interest, there is one step that all manufacturers of liquid preparations should immediately take. That is to ensure that their labels boldly state the correct diluent to be used when a 2.5-ml dose is prescribed. No doubt the reply of the majority of them to this suggestion will be that they have at least twelve months' supply of labels already printed and that their production-line methods will not permit them to attach an extra label giving this information. Whilst on this subject it might be pertinent to inquire when the Ministry is to make available the further

supply of "Going Metric" stickers, so that we may at last be able to use up our remaining supplies of imperial bottles. Perhaps this, along with rural dispensing, is yet another of the broken half-promises that everlastingly bedevil pharmacy.

Rota Work and Rota Payments

I have recently been engaged in some correspondence regarding evening rota services in a certain area, and am led to wonder just how much longer it will be possible for pharmacy to continue to give these extended hours of service. It would appear to me that there is probably a growing body of younger pharmacists who are just not prepared to work after 6 p.m. at the latest. Indeed I have recently been told of one proprietor who has personally to carry out the rota duties at both his main pharmacy and a branch, simply because the branch manager has bluntly refused to stay after 6 p.m. Whether or not the problem could be resolved or even postponed by the bribery of higher rota fees I cannot say, because I have reason to think that some of our younger brethren value their free time more than extra money. In any case it is undoubtedly necessary that there should be an urgent review of the present rota fee. One might even suggest that the metric system should be used to bring it more into line with present conditions, a straight multiplication by the factor of ten.

LIMELIGHT ON THE LOCUM

By WYKAM

7. Accidents will happen

MINOR accidents, such as broken bottles or measures, will occur in every dispensary, but one case that happened in a high-class pharmacy was most disconcerting. The proprietor undertook only a few selected jobs one of which was the preparation of the firm's skin ointment. This he mixed in a fine large mortar, the pride of his dispensary. One morning, before leaving on a visit to his other pharmacy in a neighbouring town, he asked the woman dispenser to have the mortar ready for use on his return. He also requested her to dispose of a glass jar containing phenol lozenges, all stuck together, after washing them down the sink. In due course, she got out the mortar and polished it reverently. On tackling the lozenges, she found that she could not dislodge them, and so laid the jar on the floor and gave it a sharp rap with the big pestle. The amazing happened—the thin glass jar remained intact but the head of the pestle shattered in pieces! The poor woman went nearly hysterical. Attempting to pacify her I tried to stick the bits together with a modern adhesive, but some were so brittle and jagged that a sound job could not be effected. In desperation, we 'phoned round local wholesalers but none had a pestle of that size or quality in stock. Finally, giving in, I 'phoned the boss, gave the grim news and asked him to bring their largest pestle and mortar from the other branch. Even on the following morning business began in an air of restrained gloom but, unrelenting, tragedy struck again. The boss's wife arrived in breezy fashion, somewhat out of keeping with our spirits, accompanied by her three lively prize poodles. Into the dispensary frisked the trio, and one darting around dislodged a W.Q. full of industrial spirit on to the solid floor with a resounding crash. Observing the liquid lost, the boss could only sigh deeply and murmur, "And I have to account for every drop of that."

SAFE SUBJECT: "Student unrest occurs only where subjects demanding opinions from students are taught, and it occurs because they have too much time on their hands, Bailie Leonard Bailey, Edinburgh, said yesterday when he unveiled a plaque in the new pharmacy department library of the Heriot-Watt University."—*Glasgow Herald*.

When Your Lease Ends

JOHN HADLEY

Of the more complicated inquiries received in *C. & D.* office the majority relate to the determination of leases. The following article, written in lay language, should help those who are affected by the provisions of the Landlord and Tenant Act, 1954.

IF you are the tenant of the premises in which you carry on your business, it can be a worrying time when your lease is coming to its end. One of the serious troubles is facing the possibility that you may have to close down something you have worked hard at over a number of years.

Fortunately, however, the law, in the shape of the Landlord and Tenant Act, 1954, does give you some measure of protection, provided you go about things the right way.

No Automatic Quitting

On the date on which your lease or tenancy comes to an end, you no longer have to quit the premises automatically as you once did. If no move is made by yourself or the landlord, then you continue under the terms already laid down in the lease. That is to say, you pay the same rent and observe the same conditions as you always have done.

If the landlord does want you actually to go, it is up to him to serve a notice on you specifying the date on which he requires possession and, as will be explained, this gives you the opportunity to ask for the lease to be renewed. Alternatively, before the lease does come to an end you can, in some circumstances, take the initiative and ask the landlord for a new lease.

Let us assume that the landlord does want you to go. He must then serve a notice on you in special form. In that notice, he must give you two months to state whether you intend to go on the date that he specifies and he must also tell you whether he would oppose your application for a new lease and on what grounds.

If you want to stay on, you will tell the landlord so in your reply and make your proposals for a new tenancy—including the rent you suggest is appropriate.

The Alternative

But before the landlord serves you with any notice, you may wish to make the first approach to see how you stand. You can do this if your tenancy is for a fixed number of years, exceeding one year. In your approach you must again make proposals about the terms on which the renewal of your lease should take place.

If agreement cannot be reached between you and the landlord on terms—or if the landlord is insisting on possession of the premises—then the law insists that the matter should be settled by the county court or the High Court, depending on the value of your premises.

Few Grounds for Compulsion

The grounds on which the landlord can force you to go are rather limited, and, if he does not succeed in establishing his grounds, you will be granted a new tenancy. The main circumstances under which a landlord can get possession of business premises under a lease are:—

If you have failed to pay the rent regularly over a long period or have broken other important terms of your tenancy this would be a case for giving possession to your landlord.

Again, the landlord might be willing to offer you suitable alternative accommodation for your business. If this is reasonable taking into account the goodwill you have built up on your original premises, it is doubtful whether you would be allowed to stay on.

Your position can be doubtful, too, where the landlord can show he has a genuine immediate intention to demolish or reconstruct the premises you occupy and needs possession for that purpose.

Finally, he can get you out if he can prove that he wants your premises for carrying on his own business. To prevent abuse, the law has laid down that, in order to succeed on this ground, he must have been the landlord for at least five years. Therefore a rival businessman cannot buy up the "tag-end" of your lease from the landlord with the intention of closing you down so as to set up in your place.

If the court gives the landlord possession on the grounds that he wants the premises for reconstruction or for his own purposes, you will be entitled to compensation.

If you have occupied the premises and carried on business for fourteen years, the compensation will be a sum equal to twice the rateable value. Where you have been less than fourteen years on the premises, the compensation is the single rateable value.

A New Lease

If the landlord does not succeed in getting you out on any of the above grounds, then a new tenancy must be granted. In the absence of any agreement between yourself and the landlord, the court will grant a new tenancy on terms it considers reasonable.

The term granted by the court for a lease must not exceed fourteen years—although at the end of that time you may once again ask for a renewal. The rent to be fixed must be that which the premises would fetch on an open free market at the time of renewal.

In that situation, however, the court must disregard any goodwill in fixing the rent and must not take into account any improvements that you might have made to the premises on a voluntary basis.

In other words, when the new rent is fixed you will not be penalised for the work you have put into building up the business or improving the property.

Seek Advice

Because the procedures to be followed under the law can be complicated, and because any notices and requests that have to be given must be in a special form, do seek the advice of your solicitor at an early date, preferably at least a year before the lease is due to end.

CENTRAL N.H.S. (CHEMIST CONTRACTORS) COMMITTEE

Four-pronged Action on Rural Dispensing

REFUSAL by the Secretary of State for Social Services to adopt the previously agreed amendment to the regulations governing rural dispensing was unanimously condemned by members of the Central N.H.S. (Chemist Contractors) Committee, which met in London on May 20. The Committee had first considered the report of the Rural Areas Pharmaceutical Committee, which had met during the previous afternoon. Recommendations by that Committee, and many communications received from Pharmaceutical Committees and individual pharmacists, were considered in detail, and a number of courses of action were agreed upon.

Legal Action

Pharmaceutical Committees are being asked to collect information from rural area chemists for use (a) in concerted approaches to Executive Councils where it appears that doctors are dispensing for patients within the "mile limit" and (b) in instituting proceedings through the courts where Executive Councils do not take the appropriate action. Each rural chemist in the area is being asked to obtain a large-scale Ordnance Survey map, and to inscribe on it a circle showing the area within a radius of one mile from his pharmacy. If, from his knowledge of the area, it appears that patients living within that circle are obtaining medicines from a doctor, the numbers of doctors concerned, and of patients, are to be notified to the secretary of the Local Pharmaceutical Committee for report to the Central Committee.

Parliamentary Action

Active consideration is being given to sponsoring, jointly with the Pharmaceutical Society and other pharmaceutical bodies, suitable action through Parliament. Pharmaceutical Committees are being given further information at the appropriate stage.

Representations

The Committee decided that no useful purpose could be served at this stage by representations to the British Medical Association, but the B.M.A. and the Pharmaceutical Society are being informed that the majority of Local Pharmaceutical Committees have rejected the proposals for automatically labelling dispensed medicines with the name of the preparation dispensed. The Central N.H.S. Committee is not prepared to take any further action in the matter until the rural areas dispensing question had been satisfactorily settled. Information is being sought on building changes within each Local Committee's area causing areas classed by the Executive Council as "rural" for dispensing purposes to become "urban." The information will be used to bring pressure to bear on the Department (supported if need be by decisions of the courts) to secure

the addition to the Regulations during the interim period of a suitable definition of "... an area ... rural in character ..."

Publicity and Public Relations

The Central Committee will be discussing with the N.P.U. and the Council of the Pharmaceutical Society the need for a public-relations campaign aimed at some or all the following groups: pharmacists, Parliament, women's institutes, etc., doctors, and the public generally.

THE SECRETARY (Mr. J. Wright) reported that Mr. Fortescue, M.P., who had raised the matter in the House on the evening of the previous day, had on more than one occasion been ruled out of order by the Speaker. MR. GEORGE THOMSON (Minister without Portfolio) in his reply to Mr. Fortescue's question, had said:—

I had some sympathy with the efforts of the Hon. Member for Liverpool Garston (Mr. Fortescue) to stay within the rules of order. I assure him that I will draw the attention of my Rt. Hon. friend the Secretary of State for Social Services to the view expressed and to his request for information on the constitutional issue which he sought to put before the House.

Mr. Fortescue had repeated his assertion that Mr. Crossman should, before the recess, make a statement on "this difficult and pressing matter" but the motion that the House adjourn had been carried. Appreciation was expressed of action taken by Mr. Albert Howells as president of the Pharmaceutical Society, and it was unanimously resolved to record that appreciation in the minutes.

Remuneration

Confirmation has been forthcoming that the Department of Health has accepted the Committee's latest claim and that (see *C. & D.*, May 17, p. 425) an additional one penny per prescription will be paid on all prescriptions dispensed on and after April 1. The increase will mean additional payments to chemist contractors during a full year of over £1 million. The additional penny will at first be included with the previous additional payment of ½d. (already shown as a separate entry on the forms accompanying payments made by the Executive Councils). When the results of the current full-scale remuneration inquiry have been collated, the fee scale will be revised to cover those additional payments. The Department of Health has been advised that, when the fee scale is revised, a separate fee will need to be included for each additional bottle of an extemporaneously prepared liquid preparation ordered by a subscriber on a single form EC10.

A further interim reply from the Department on the Committee's claim for payment of 100 per cent. of the estimated amount of payment due (in place of the present 80 per cent.) on the first working day of the month next but one after that in which the prescriptions were dispensed,

indicates that the matter is still under consideration. A full reply is promised at the earliest date.

Container Allowance

Claim for an increase in container allowance to twopence per prescription has been accepted by the Department of Health. The amount is being paid with retrospective effect from March 3. The increased allowance takes into account the costs of the additional metric spoons now being supplied and of using rigid (glass, plastic or extruded aluminium) containers for all prescriptions ordering tablets, capsules, etc., other than those foil- or strip-packed and glass or plastic containers for all ointments other than those supplied in tubes. Pharmacists are being reminded in the *Newsletter* that part of the container-allowance agreement with the Department is that, after June 1, all prescriptions dispensed for tablets, capsules, etc., other than those foil- or strip-packed shall be dispensed in airtight containers giving physical protection, and that the use of cardboard containers for such prescriptions is to be discontinued in favour of glass, plastic or extruded aluminium. The Committee is adding to the terms of service a requirement that glass or plastic containers shall be used for dispensing all ointments and creams not dispensed in tubes. The 1968 container inquiry has shown that, for every card container used for ointments and creams, there had been three of glass or plastic. When the suitability of various types of tablet containers was discussed, several members stressed the advantage of the routine use of amber containers for all tablets and capsules, obviating the need for keeping dual stocks of clear and amber glass containers (the latter mandatory for aneurine hydrochloride and trinitrin tablets and certain others). Some members spoke of temporary difficulties in obtaining adequate quantities of amber glass containers, though the general view of the meeting was that that situation would be rectified so soon as the demand increased and present difficulties over the supply of metric medicine bottles had been overcome.

Arrears in payment in certain areas have been overtaken. All payments were made on time.

Form EC 10 (HP)

The Committee discussed complaints about difficulties in deciphering the names of hospital doctors on EC10 (HP) forms. Some such forms are almost completely illegible, and major problems arise when attempting to contact the prescribers at the hospitals concerned. Pharmacists often have no alternative but to use their own discretion in deciding upon the interpretation of prescriptions, and that sometimes means that the pharmacist's endorsement is returned for initialling.

By that time doctors may well have left the hospital or even the country. It was agreed to make representations to the Department of Health that EC10 (HP) form should be stamped with the doctor's name and the department of the hospital from which they are issued.

Emergency arrangements for submitting EC10 forms to pricing bureaux are being left in the hands of individual pharmaceutical committees.

Further representations are being made to the Department of Health about continued delay in replying to the Committee's claim for increased remuneration for providing the oxygen therapy service.

Following an opinion expressed by the Department of Health to the Pharmaceuti-

cal Society that the Secretary of State is able to provide courses for pharmacists under Section 48 of the National Health Service Act, 1946, the Committee is discussing the matter further with the Society.

Of the 120 Pharmaceutical Committees (out of 133) that replied to the Pharmaceutical Society's proposals on name labelling of dispensed medicines seventy-nine indicated non-acceptance, thirty-six accepted and five said they would accept subject to adequate remuneration for the additional work involved. The Society is being informed that the majority of Local Pharmaceutical Committees do not accept the proposals, and that the Central Committee does not agree that the name of

the preparation should be included on the label of a dispensed medicine unless the prescriber indicates otherwise. Nor is the Committee prepared to take any further action until the question of dispensing in rural areas has been satisfactorily settled.

Meeting of Committees

Secretaries of Local Pharmaceutical Committees are being sent a letter indicating the readiness of Central Committee members to attend meetings of the local committees as and when required; a list of names and addresses of the Central Committee members is being sent.

Counsel's opinion is being sought on a question relating to the removal of a health centre to fresh premises.

New Hospital Equipment

BECAUSE of an industrial dispute, the 1969 International Hospital Equipment and Medical Services Exhibition was "reduced from a shop window to a showcase," transferred from Olympia to Earls Court and held on June 2-6. Despite the problems, around eighty-five exhibitors rearranged and concentrated their displays—many abandoning two years' work spent in preparation. Many of the products featured were of pharmaceutical interest, and not alone to the hospital pharmacist.

Beat the Burglar

A PHARMACY stores security cupboard offering large capacity in small space was shown for the first time by HOSPITAL METALCRAFT, LTD., 44 Ashton Vale Road, Bristol, BS3 2HY. The single version comprises one fixed, static bay and one wing (fitted with a braking castor to retain the wing in any position). Each bay is 72 in high x 36 x 7½ in (6½ in internally) and all shelves are adjustable to 1-in centres. Shelves have a retaining rail of spring wire across the front. The all-metal

construction is finished in white acrylic stove enamel. The illustration shows two units back to back—when closed the two "wings" can be secured with bar and padlock and the whole wired into an alarm system. Cost of a single unit is about £65.

Tubular Net Bandages

A NEW way to hold dressings in place is provided by the latest addition to the range offered by SETON PRODUCTS, LTD., Tubiton House, Medlock Street, Oldham, Lancs. Fixonet elasticated tubular net bandage comes in five sizes with which it is possible to hold dressings in place on any part of the body (in use it looks like a "string vest"). It is simple to apply and remove and does not fray or ladder. Sizes are 0 (for fingers and toes); 1/2 (for hands, wrists and forearms); 3 (for elbows, ankles and knees); 4 (for head, shoulders and thighs) and 5/6 (for chest and abdomen).

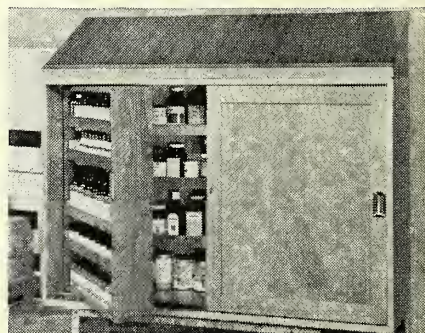
Disposable Medicine Measure

A LOW-COST medicine measure, with easy-to-read metric graduations, is being produced by STERILIN, LTD., 9 The Quadrant, Richmond, Surrey. Volumes marked are 5-10-15-20 and 25 ml. Designed to be more accurate than spoons when dispensing multiples of 5 ml or when diluting, the measure is moulded in glass-clear polystyrene. Cost on quantities can be below halfpenny each and the maker's minimum case of 2,000 costs £5. Stocks are understood to be held by Vestric branches. Messrs. Sterilin also showed a new urine bag, the whole catheter connection assembly of which is enclosed in a polythene bag secured to the drainage tube. The design precludes loss of internal sterility in the bag before it reaches the patient.

Wall Drug Cupboard

MAKING maximum use of wall space, a new drug cupboard by CUXSON, GERARD & CO. (Furniture), LTD., Oldbury, Warley, Worcs., has a double depth of shelving. The two front sections swing out to left and right revealing further shelves behind and the whole is fronted by lockable double sliding doors. All shelving is fully adjustable. Cost of the

With something for the retail pharmacist



unit is about £50. The company was also showing new Silent-glide ward medicines trolleys in mahogany-shade finish (avoiding the cold clinical look of white). A feature is a locking device that does not require use of a key, so that security can be maintained if the trolley is left unattended when the medicines round is interrupted.

Medicines Refrigerators

SEEKING British import agents, W. ROSENLEW & CO., AB, Engineering works, Pori, Finland, offered a range of refrigerators specially designed for medicines storage. Space is saved by not including a freezing compartment and an additional feature is a lockable drawer—the refrigerator door is also lockable. Inside are adjustable plastic drawers with adjustable partitioning. All inner parts are removable for disinfection. Three models are available: 5'7, 7'4 and 9'5 cu. ft.

Burns Dressing

FOLLOWING successful marketing in the United States, the Roehampton burns dressing is being made available in Britain by PRICE BROS. & CO., LTD., Wellington, Somerset. The dressing (developed at Queen Mary's Hospital, Roehampton) is made from Pritex polyurethane foam and is packed in an air-tight bag, gamma irradiated to make it sterile. It is applied dry as a protection against trauma and contamination, and must be changed within twenty-four hours to prevent adherence or infection. Sizes are available for small burns, arms, legs and body. A small pack of two 3 x 3 in pieces and four 3 x 1½ in pieces is available (5s.).



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This is the protective your customers will be asking for: it is the biggest advance in protectives in modern times.

The first protective to be advertised by name in national newspapers and magazines in Britain.

Advertising for Nu-form reaches 28 million men throughout the country, breaking through the curtain of silence about protectives in national media for the first time.

Durex predict a sensational swing of sales to Nu-form in the coming months.

Have you ordered Nu-form yet?

L. R. Industries, Hall Lane, London, E.4.

Guide to New Medicaments

Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products are given on p. 521

THE CHEMIST AND DRUGGIST Guide to New Medicaments, June 7, 1969

CORTROSYN injection

MANUFACTURER: Organon Laboratories, Ltd., Crown House, Morden, Surrey.

DESCRIPTION: Lyophilised powder containing 0.25 mg of tetracosactrin and 10 mg of mannitol, supplied in ampoules. Solvent is water for injection or sodium chloride injection, 2 ml.

INDICATIONS: To produce rapid adrenal stimulation in emergencies and acute cases where adrenocorticotrophic substances are indicated, e.g. status asthmaticus, anaphylactic shock, drug sensitivity, collagen diseases, serious skin diseases, etc.

DOSAGE: *Adults*: Generally 0.25 mg is added to an intravenous infusion. *Children*: Up to 10 years half adult dose. In younger children dosage is determined individually. Dosage can be administered by direct intravenous injection but must be repeated every four to six hours.

SIDE EFFECTS: During long-term treatment and especially with high doses, symptoms of Cushing's syndrome may appear, i.e. "moon" face, etc. Care should be taken that symptoms of intercurrent diseases are not masked by tetracosactrin.

STORAGE: Should be stored in cool and dark.

PACK: Outer of twelve ampoules.

SUPPLY RESTRICTIONS: P.I., S.4.B

FIRST ISSUED: June 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, June 7, 1969

CORTROSYN DEPOT injection

MANUFACTURER: Organon Laboratories, Ltd., Crown House, Morden, Surrey.

DESCRIPTION: Tetracosactrin with zinc hydroxide in aqueous suspension in two strengths 0.5 mg per ml and 1 mg per ml each in 2-ml vials. Contain 1 per cent. benzyl alcohol as bactericide.

INDICATIONS: Nearly all indications for which corticosteroids are prescribed e.g.: collagen disease, allergic reactions, skin disorders, etc., except where adrenal function is impaired.

CONTRAINDICATIONS: Cushing's syndrome; virus diseases such as herpes simplex ophthalmicus

DOSAGE: *Adults*: 1 mg intramuscularly daily. *Children* (6-12 years): 0.5 mg intramuscularly daily; (under 6 years) 0.25 mg intramuscularly daily. Intervals between injections may be increased to two or three days.

PRECAUTIONS: Care should be taken that symptoms of intercurrent diseases are not masked by tetracosactrin.

STORAGE: Stable for at least three years if stored at 2-3°C and protected from light.

PACKS: 1 mg in 2-ml vial; 2 mg in 2-ml vial.

SUPPLY RESTRICTIONS: P.I., S.4.B.

FIRST ISSUED: June 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, June 7, 1969

KENALOG injection

MANUFACTURER: E. R. Squibb & Sons, Ltd., Regal House, Twickenham, Middlesex.

DESCRIPTION: Sterile aqueous suspension providing 40 mg of triamcinolone acetonide per ml with 0.9 per cent. benzyl alcohol as preservative, 0.75 per cent. sodium carboxymethylcellulose, 0.04 per cent. polysorbate 80 and sodium chloride for isotonicity.

INDICATIONS: Hay fever, pollen asthma and other allergic diseases; dermatoses or generalised rheumatoid arthritis and other connective tissue disorders where systemic corticosteroid therapy is indicated.

CONTRAINDICATIONS: Latent or healed tuberculosis; presence of local or systemic viral infection, acute glomerulonephritis, active infections not controlled by antibiotics or any condition in which corticosteroids are normally contraindicated.

DOSAGE: *Adults and children over 12 years of age*: Initially 40 mg (1 ml) injected deeply into the gluteal muscle, then according to response, 40 mg-80 mg. Some patients may be controlled on dosages as low as 20 mg or less. *Children 6-12 years*: Initially 40 mg (1 ml) depending more on severity of symptoms than age or weight. Since duration of effect is variable subsequent doses should be given when symptoms recur and not at set intervals.

SIDE EFFECTS: As for all corticosteroids. Where adverse reactions do occur they are usually reversible and disappear when use of drug is discontinued.

NOTES: Kenalog is designed for depot intramuscular administration.

SHELF LIFE: Three years. Freezing must be avoided.

PACKS: Unimatic ready-for-use syringes of 1 or 2 ml.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

FIRST ISSUED: May 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, June 7, 1969

INDERAL 80 tablets

MANUFACTURER: Imperial Chemical Industries, Ltd., Pharmaceuticals Division, Alderley Park, Macclesfield, Ches.

DESCRIPTION: White, biconvex, bisected, uncoated tablets $\frac{7}{8}$ in. in diameter and marked "Inderal 80" each containing 80 mg of propranolol hydrochloride.

INDICATIONS: All types of hypertension.

CONTRAINDICATIONS: Heart block; bronchospasm due to any cause; after prolonged fasting; diabetic keto-acidosis; metabolic acidosis. Patients with incipient or established heart failure must be fully digitalised. Should be used with caution in pregnancy or during ether or chloroform anaesthesia.

SIDE EFFECTS: Bradycardia and hypotension due to hypersensitivity occur very rarely. Transient nausea, insomnia, lassitude, muzziness and diarrhoea occur in about 2 per cent. of patients. Isolated cases of paraesthesia of the hands; purpura and erythematous rash have been reported.

DOSAGE: Individually determined, starting with 20 mg four times a day for one week, with subsequent weekly increments and frequent examination. Usual maintenance dose is 240-320 mg daily. A special starter pack is available for the introductory regime, providing graduated dosage from 80 mg to 240 mg daily over the first four weeks.

PACKS: Starter pack and packs of 100 and 500.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: May 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, June 7, 1969

UROBILISTIX

MANUFACTURER: Ames Co., Division of Miles Laboratories, Ltd., Stoke Court, Stoke Poges, Slough, Bucks.

DESCRIPTION: Plastic strip test area impregnated with buffered paradimethylaminobenzaldehyde (for the detection of urobilinogen in urine), together with Ictotest reagent tablets (for bilirubin).

INDICATIONS: As a screening test for hepatic dysfunction; for differentiation of jaundice and monitoring cases of infectious hepatitis, workers on potentially hepatotoxic drugs.

METHOD OF USE: The strip should be dipped in urine and after 60 seconds compared with the colour chart on the bottle label.

PACK: Bottle of fifty strips. FIRST ISSUED: May 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, June 7, 1969

OPPACYN tablets

MANUFACTURER: Oppenheimer, Son & Co., Ltd., 43 Clapham Road, London, S.W.9.

DESCRIPTION: Orange, sugar coated tablets, each containing 250 mg of tetracycline hydrochloride.

INDICATIONS: Tetracycline-sensitive infections.

CONTRAINDICATIONS, ETC.: As for tetracyclines.

DOSAGE: One or two tablets four times daily.

SHELF LIFE: Three years.

PACKS: Containers of 100 and 500.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

FIRST ISSUED: May 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, June 7, 1969

PROCTOFOAM HC aerosol

MANUFACTURER: Stafford-Miller, Ltd., 166 Great North Road, Hatfield, Herts.

DESCRIPTION: Aerosol presentation of a steroid (hydrocortisone acetate 1 per cent.) and an analgesic (pramoxine hydrochloride 1 per cent.) in a muco-adherent foam base. Each metered dose is delivered from the aerosol to a special applicator designed to allow a "no touch" technique of administration.

INDICATIONS: Temporary relief of anorectal inflammation, pruritis, pain and swelling associated with haemorrhoids, proctitis, cryptitis, fissures, postoperative pain and pruritus ani. Not indicated in infants or young children.

METHOD OF USE: One full applicator should be applied per rectum two or three times daily and after each bowel evacuation. Perianally, should be applied as needed.

PRECAUTIONS: A complete rectal examination to rule out serious pathology should be completed before instituting therapy. Must not be used on infected lesions unless accompanied by appropriate anti-infective agents. Discontinue use if sensitivity develops. Steroids should not be used unnecessarily during pregnancy since safety during pregnancy has not been fully established.

STORAGE: Should be stored away from heat.

PACK: Aerosol containing 24g with special applicator.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

FIRST ISSUED: March 1969.

Trade Report

LONDON, JUNE 4: After an absence of several months offers were received during the week for SARSAPARILLA and Peruvian COCHINEAL. It was noticeable that spot supplies were also being offered although the market had been said to be bare of supplies for weeks.

Business was done in BUCHU rounds at 27s. lb and for any remaining stocks 30s. was being asked. Meanwhile a parcel of ovals has arrived and was being offered at 25s. lb. Scarcity of supplies and a delay of three months before the new crop will be available was given as the cause of a sharp rise in Curaçao ALOES. It was said that the disturbances in the island which occurred at the week-end were not a contributory cause. TURMERIC jumped by 25s. cwt on the spot and Nigerian GINGER rose 15s. In pharmaceutical GUMS, Kordofan ACACIA was dearer by 2s. 6d. cwt. In MENTHOL the Chinese variety was about 2s. 6d. lb. dearer while the Brazilian eased by a few pence. It was reported that China was asking settlement in Swiss francs for her commodities—a move which adds to the cost. New-crop CORIANDER SEED from Morocco was 5s. 6d. cwt. dearer.

Movements in ESSENTIAL OILS were few. LEMONGRASS was down 2s. kg for shipment and Chinese SPEARMINT by sixpence.

Pharmaceutical Chemicals

ADRENALINE.—(Per g). Synthetic B.P. 1-kg lots, 1s. 2d.; 500 g is 1s. 4d. ACID TARTRATE, B.P., 1 kg, 10½d.; 500 g, 1s.

ALUMINIUM CHLORIDE.—Pure, 6s. 2½d. per kg, 50-kg kegs.

AMINACRINE HYDROCHLORIDE.—£25 kg.

BORAX.—Per 1,000-kg in paper bags, delivered Great Britain; B.P. grade, granular, £57 15s.; crystals, £62 5s.; powder, £62 5s.; extra fine powder, £63 5s. Anhydrous £71 15s.; pentahydrate, £61 10s.

BORIC ACID.—Per 1,000-kg; B.P. grade; Granular, £86; crystals, £99; powder, £92 10s.; extra-fine powder, £94 10s. in paper bags, carriage paid in Great Britain. Technical from £73 10s. to £82 15s.

CITRATES.—SODIUM, £255, £250, £241 per 1,000 kg for 50, 250, 1,000-kg lots respectively. POTASSIUM, £273, £269, £259. IRON AND AMMONIUM, granular, 9s. 8d., 9s. 7d., 9s. 1d. kg; scales, 13s.; 12s. 8d., 12s. 5d.

HOMATROPINE.—(500-g lots, per kg): ALKALOID, 1,087s.; HYDROBROMIDE, 858s.; HYDROCHLORIDE, 1,017s.; METHYLBROMIDE, 893s.; SULPHATE, 1,052s.

HYOSCINE.—(Per kg) HYDROBROMIDE, 5,200s.

PILOCARPINE.—1-kg lots, HYDROCHLORIDE, 1,379s.; NITRATE, 1,354s.

POTASH SULPHURATED.—B.P.C., 1959, 8s. 10d. kg in 50-kg drums.

POTASSIUM ACETATE.—(Per lb) 1-cwt lots, 3s.; 5-cwt, 2s. 8d.; 10-cwt, 2s. 6d.

POTASSIUM ACID TARTRATE.—B.P.C. (per 1,000 kg in bags), 50-kg lots, £320; 250-kg, £315; 1,000-kg, £306.

POTASSIUM BICARBONATE.—B.P. powder, 110s. cwt in 1-4 cwt lots and 105s. cwt for 5-cwt and over.

POTASSIUM CARBONATE.—50-kg kegs 6s. 7d. per kg.

POTASSIUM CHLORIDE.—Pure, 50-kg sacks, 3s. 7½d. per kg.

POTASSIUM GLUCONATE.—B.P.C., 1-ton lots, 13s. 6d. lb.

POTASSIUM HYDROXIDE.—(Per kg). Pellets, B.P., 9s. 6d.; sticks, ½-kg in bottles, 30s. 10d.; technical flake, 4s. 5½d.

POTASSIUM PERMANGANATE.—B.P. in 1-cwt lots, 2s. 0½d. per lb. Technical, 218s. 6d. per cwt; 1-ton lots, 207s. cwt.

POTASSIUM PHOSPHATE.—B.P.C. 1949, 50-kg kegs of powder, 9s. 3d. kg. GRANULAR, 9s. 4d.

POTASSIUM SULPHATE.—B.P.C. '49, 1s. 2d. lb.

POTASSIUM THIOCYANATE.—50-kg lots, 14s. 7d. per kg in kegs.

Crude Drugs*

ACONITE.—*Napellus*, 7s. 6d. lb. nominal.

AGAR.—Kobe No. 1, 18s. 6d. lb. c.i.f.; European powder, 16s., delivered.

ALOE.—(per cwt)—Cape primes, 310s. spot; 290s., c.i.f. Curacao, 600s. spot; 595s. c.i.f.

BALSAMS.—(Per lb). CANADA: 33s., c.i.f., 33s. 6d. to 34s. 6d. spot; COPAIBA: 10s., c.i.f.; 10s. 6d., spot; PERU: 13s. 6d., c.i.f., 14s. 3d. spot; TOLU: B.P., 13s.-14s.; genuine as imported, 41s. 6d., c.i.f.

BELLADONNA.—LEAVES, 3s. 8d. lb. spot; 3s. 6d., c.i.f.; HERB, 1s. 11d., c.i.f.; ROOT, 1s. 11d., spot, 1s. 10d., c.i.f.

BENZON.—B.P.C., Spot, £29 to £45 per cwt.

BUCHU.—Rounds, business done at 27s. lb later offering at 30s.; ovals, 25s.

CALUMBA.—Spot, 140s., cwt; 130s., c.i.f.

CAMPHOR.—B.P. powder, 43s. kg; 39s. 6d. c.i.f.

CARDAMOMS.—(Per lb). Alleppy greens 27s. 6d., c.i.f.; prime seed, 37s. 6d., c.i.f.

CASCARA.—Spot, 310s. cwt; 280s., c.i.f.

CASSIA.—*Lignea*, whole, 510s. cwt, c.i.f.; broken 525s., spot.

CHERRY BARK.—Thin natural, 3s. 1d. lb. spot; 2s. 10d., c.i.f.

CHILLIES.—Zanzibar, 350s. cwt, spot; Mom-basa, 290s.

CINNAMON.—Seychelles bark, 465s. cwt, c.i.f., 490s. spot. Ceylon quills (c.i.f.), four 0's, 9s. lb; quillings, 4s. 6d.; chips, 1s. 10d.

CLOVES.—Zanzibar standard, 15s. 6d. lb, c.i.f.

COCHINEAL.—(Per lb). Canary Isles silver-grey, 37s. 6d., c.i.f.; black brilliant, 41s. 6d., c.i.f. Peruvian silver grey, 32s., c.i.f.; 33s., spot.

COCCILLANA.—Bark, 3s. 6d. lb. spot; 3s. 3d., c.i.f.

COLOCYNTH PULP.—Spot, 4s. 6d. lb; 4s. 3d., c.i.f.

CUBES.—Spot quoted at 285s. cwt.

DANDELION.—Root, 540s. cwt spot.

GENTIAN.—Spot, 300s., cwt; 295s., c.i.f., nominal.

GINGER.—Per cwt, Nigerian, peeled, 465s., spot; 400s., c.i.f.; split, 450s., spot; 415s., c.i.f.; Sierra Leone, 505s., c.i.f.; Jamaican No. 3, 660s.

GUMS.—(Per cwt).—ACACIA.—Kordofan cleaned sorts, 260s., spot; 258s., c.i.f. KARAYA.—No. 2 f.a.q. gum, 565s. spot; 550s., c.i.f. TRAGACANTH.—No. 1 spot, £285; No. 2, £265; No. 3, £225.

HONEY.—(Per cwt ex store). Australian light amber, 152s. 6d.; medium amber, 137s. 6d. Argentinian, 150s.; Canadian, 180s.; Mexican, 135s.; Chinese, 122s. 6d.

HYDRASTIS.—33s. 6d. lb; 32s. 6d., c.i.f.

HYOSCYAMUS.—*Niger*, 2s. lb; 1s. 10d. c.i.f., IPECACUANHA.—(Per lb)—Matto Grosso, spot, 37s. 6d.; 52s., c.i.f.; Costa Rican, spot, nominal; shipment, 64s. 6d., c.i.f.

JALAP.—Mexican, nominal. Brazilian, 2s. 2d. lb. spot; 2s., c.i.f.

KOLA NUTS.—West African halves, 9d. lb; 7½d., c.i.f.

LANOLIN.—ANHYDROUS, B.P., is quoted from 5s. 5d. to 6s. 0½d. kg as to grade in 1-ton lots delivered free drums. Cosmetic grade, 6s. 5d.

LEMONGRASS.—Spot and c.i.f., 2s. 9d. lb, nominal.

LIQUORICE.—ROOT, Chinese, 90s. cwt, spot; Russian, 75s., c.i.f. BLOCK JUICE, Anatolian, 250s. per cwt.

LOBELIA.—(lb) Dutch, new crop, 4s. 3d.,

c.i.f.; 4s. 4d., spot. American, 12s. 9d., c.i.f.; 13s., spot.

LYCOPodium.—Spot, 55s. lb nominal.

MACE.—Grenada No. 1, 9s. 6d. lb spot; 8s. 6d., c.i.f.

MENTHOL.—(lb). Chinese, 37s. 6d., spot; shipment, 35s., c.i.f. Brazilian, 29s. spot; forward, 28s. 3d., c.i.f.

MERCURY.—Spot, £223 per flask of 76 lb ex warehouse.

NUX VOMICA.—Shipment, 110s. cwt, c.i.f.

ORRIS.—Florentine, 520s. cwt, c. and f.

MACE.—Grenada No. 1, 9s. 6d. lb, spot; 8s. 6d., c.i.f.

MERCURY.—Spot, £223 per flask of 76 lb ex warehouse.

NUTMEGS.—(Per lb, c.i.f.)—West Indian 80's, 6s. 6d.; 110's, 5s. 10d.; defectives, 3s. 4d. East Indian 80's, 5s. 3d., 110's, 4s. 6d.

NUX VOMICA.—Shipment, 110s. cwt, c.i.f.

ORRIS.—Florentine, 520s. cwt, c. and f.

PEPPER.—(Per lb)—Sarawak white, 3s. on spot, 2s. 10½d., c.i.f.; black, 2s. 7d., spot; 2s. 5½d. c.i.f.

PIMENTO.—Shipment, 694s. cwt, c.i.f. delivered weights.

PODOPHYLLUM.—*Emodi*, 350s., cwt, spot; shipment nominal.

QUILLAIA.—395s. cwt, spot.

RHUBARB.—Various grades offered at from 9s. to 25s. per lb spot.

SAFFRON.—Mancha superior, 625s. per lb.

SARSAPARILLA.—Spot, 5s. lb; 4s. 9d. c.i.f.

SEEDS.—(Per cwt)—ANISE.—China star unselected, 230s.; Spanish green, 265s., both duty paid. CARAWAY.—Dutch, 175s., spot. CELERY.—Indian current crop shipment, 385s., c.i.f.; new crop July-August, 327s. 6d., c.i.f. CORIANDER.—Moroccan, 77s. 6d., spot; new crop July-August, 80s., c.i.f. CUMIN.—Iranian, 195s., duty paid; shipment, 145s., c.i.f. DILL.—Chinese, 115s., duty paid; 95s., c.i.f. FENNEL.—Chinese, 110s., duty paid; 97s. 6d., c.i.f. FENUGREEK.—Moroccan, 72s. 6d., duty paid, 55s. 6d., c.i.f. MUSTARD.—English, 55s. to 95s.

SENEGA.—Spot, 31s. lb, shipment, 30s., c.i.f.

SENNA.—(Per lb) Tinnevely LEAVES spot; Prime No. 1, 2s. 3d.; No. 3, f.a.q., 1s. 4d.; shipment, No. 3, 1s. 3d., c.i.f. PODS: Tinnevely hand-picked, spot, 2s. 2d.; manufacturing, 1s. 8d. Alexandria hand-picked, 6s. 6d. to 9s. as to grade; manufacturing forward, 2s., c.i.f.; spot, 2s. 4d.

SQUILL.—WHITE, 200s., cwt, spot.

STYRAX.—Spot, 21s. lb; 20s. 6d., c.i.f.

TONQUIN BEANS.—Para. 9s. lb, c.i.f.

TURMERIC.—Madras finger, 320s. cwt, spot; shipment, 245s., c.i.f.

VALERIAN ROOT.—Indian, 310s. cwt, spot; 295s., c.i.f.; Continental, 400s.; 380s., c.i.f.

WAXES.—(Per cwt) Bees', Dar-es-Salaam, 810s., c.i.f. CANDELLILA, 550s., spot; CARNAUBA, fatty grey, 340s. spot; 320s., c.i.f.; prime yellow, 480s., 450s., c.i.f.

WITCH HAZEL LEAVES.—4s. 4d. lb, spot; 4s. 1d., c.i.f.

Essential and Expressed Oils*

ANISE.—Chinese, 15s. 6d. lb spot and, c.i.f.

CITRONELLA.—Ceylon, 8s. 6d. per lb spot; 8s. 2d., c.i.f.; Formosan, 6s. 3d., duty paid; 6s. 6d., c.i.f.; Chinese, 5s. 3d., in bond; 5s. 6d., c.i.f.

LEMONGRASS.—Spot, nominal; 59s. kg, c.i.f. (June-July).

SPEARMINT.—American, 52s. lb. Chinese spot, 62s. 6d. per kg; shipment, 59s. 6d., c.i.f.

* Prices obtained by importers or manufacturers ex-warehouse for bulk quantities.

United States Report

NEW YORK, JUNE 3. The market for LEMON OIL was steady but there was a tightening of domestic supplies. LIME was quoted \$11.50-\$12 lb. for expressed and distilled at around \$8-\$9. CAMOMILE FLOWERS (Roman) were quoted at \$1.75-\$2 lb.

Trade Marks

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," May 29, No. 4735

DIVERSEY DAIRY-GLO, 906,585 by Diversey, Ltd., Cockfosters, Barnet, Herts. For bottle washing compounds; cleaning; polishing, scouring and abrasive preparations; and detergents; all for use in dairies (3)

RODEO, 922,242, by Karlsruher Parfumeri und Toilette-Seifenfabrik F. Wolff & Sohn, G.m.b.H. Karlsruhe, Germany. For perfumes, perfumed soap, non-medicated toilet preparations, cosmetics and non-medicated preparations for the teeth and for the hair (3)

NOVINA, 923,807, by J. R. Geigy, A.G. (J. R. Geigy, S.A.) Basle, Switzerland. For skin creams (not medicated) (3)

ALUSTAR, 924,981, by Star Aluminium Co., Ltd., Wolverhampton, Staffs. For cleaning, polishing, scouring and abrasive preparation; detergents (not for use in industrial or manufacturing processes); cosmetics and non-medicated toilet preparations (3)

MAINSTAY by MAYPAR, 926,734, by Maypar & Co., Ltd., London, N.W.9. CLYNOL PRETTY HEALTH, 927,113, by Clynol, Ltd., London, W.1. For preparations for the hair (3)

INNOXA COOL HANDS, 927,526, by Innoxia (England), Ltd., London, N.1. For non-medicated toilet preparations for the hands (3)

ORMARIN, 928,621, by Biofarma, S.A., Neuilly-sur-Seine, France. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, shampoos, soaps and essential oils (3)

DIAGONAL, 929,235, by Antonia Puig, S.A., Barcelona, Spain. For soaps, non-medicated toilet preparations, cosmetics, perfumes, dentifrices, preparations for the hair and toilet articles (3)

ACTISTENE, DEDORIL, 931,214-25, Colgate-Palmolive Co., New York, U.S.A. For non-medicated toilet preparations, cosmetics, perfumes, dentifrices, non-medicated preparations for the care of the mouth and teeth, soaps, detergents (not for use in industrial or manufacturing processes), preparations and substances for laundry use, bleaching preparations for laundry and domestic purposes, household cleaning preparations, polishing preparations (3)

SULFALEPS, 920,072, by Ed. Geistlich Sohne, A.G. fur Chemische Industries, Lucerne, Switzerland. For pharmaceutical and veterinary preparations and substances, all containing sulfa drugs (5)

SHERI-LYNN, B920,305, by William Milton Ward, La Puente, California, U.S.A. For chemical substances for pharmaceutical purposes; and dietetic foodstuffs (5)

GRAMONOL, 920,340, by Plant Protection, Ltd., London, S.W.1. For insecticides, fungicides, herbicides, weed killing preparations and chemical preparations for desiccating and defoliating plants (5)

DUOSAN, 922,787, by Hoechst Pharmaceuticals, Ltd., Brentford, Middlesex. For vaccines and sera, all for veterinary use (5)

OMUDAL COMPOUND, 923,336, by Fisons Pharmaceuticals, Ltd., Loughborough, Leics., For pharmaceutical, veterinary and sanitary substances (5)

ALUSTAR, 924,919, by Star Aluminium Co., Ltd., Wolverhampton, Staffs. For deodorants; and air freshening and air purifying preparations (5)

Patents

COMPLETE SPECIFICATIONS ACCEPTED

from the "Official Journal (Patents)," May 21, 1969

Fungicides. Badische Anilin- & Soda-Fabrik, A.G. 1,156,197.

Polyoxins antibiotics and process for preparing the same. Rikagaku Kenkyusho. 1,156,390.

Steroid nitrates. American Home Products Corporation. 1,156,422.

Prostaglandins. Unilever, Ltd. 1,156,465.

6-Dimethyl-4-phenyl-piperazines and process for the manufacture thereof. Gruppo Lepetit, S.p.A. 1,156,498.

Alkylidiguamide derivatives and their use as microbicides. Farbwerke Hoechst, A.G. 1,156,517.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 25 Southampton Buildings, London, W.C.2, from June 25.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

THE value of oral zinc sulphate as a promoter of wound healing has been further demonstrated by a worker at Glasgow Southern General Hospital and Western Infirmary. In a controlled trial in 104 inpatients, he found that healing time of leg ulcers was more than halved in patients given zinc sulphate (220 mg three times a day in capsules) as compared with those given lactose placebo. Average healing time was thirty-two days in the treatment group, seventy-seven days in the controls, with no significant dependence on age or sex. Mild diarrhoea in three patients was the only side effect observed, but prolonged or repeated courses are not advised by the author because insufficient is known of toxic effects of systemic zinc salts. He feels, however, that the compound has a place in the treatment of leg ulcers not responding to topical treatment (*Lancet*, May 31, p. 1069).

"RELIABLE" first-aid treatment for bee and wasp stings is discussed by Dr. C. Allan Birch in the *Practitioner*. For a bee sting he recommends that an antihistamine cream should be rubbed in without delay, with Wasp-eze as an alternative. Other than for reassurance, there is no point in using alkali against bee stings or acid against wasp venom. Best first-aid for generalised skin rash is given as Caladryl aerosol spray (though injection of adrenaline and perhaps of prednisolone are required for generalised reactions and collapse). (*Practitioner*, June, p. 816).

Contemporary Themes

Subjects of contributions in current medical and technical publications

PLANTAGO OVATA (ispaghula) seed husk mucilage. Binding properties of. *Indian Journal of Pharmaceutics*, March-April, p. 55.

PROPYLIDONE AEROSOLS in bronchography and laryngography. *American Journal of Hospital Pharmacy*, April, p. 210.

DIAMORPHINE, METHADONE, MORPHINE and PENTAZOCINE. Effects of, in patients with suspected acute myocardial infarction. *Lancet*, May 31, p. 1065.

ORAL ZINC SULPHATE in leg ulcers. *Lancet*, May 31, p. 1069.

RUBELLA VACCINE trial in children. *British Medical Journal*, May 31, p. 531.

NEPHROTIC SYNDROME due to primary renal disease in adults: II A controlled trial of prednisolone and azathioprine. *British Medical Journal*, May 31, p. 535.

INTERMITTENT METHOHEXITONE. Physiological responses to, for conservative dentistry. *British Medical Journal*, May 31, p. 540.

FRUSEMIDE. Effect of, on pulmonary blood volume. *British Medical Journal*, May 31, p. 551.

IATROGENIC EYE DISEASE. *Practitioner*, June, p. 787.

RIFAMPICIN—a new antituberculous drug. *Nature*, May 31, p. 851.

BONE-MARROW TRANSPLANTATION after antilymphocytic serum and lethal chemotherapy. *Nature*, May 31, p. 854.

BACTERIAL RESISTANCE to penicillins and cephalosporins. *Journal of Pharmacy and Pharmacology*, June, p. 337.

PROTECTION OF OXYGEN-SENSITIVE PHARMACEUTICALS WITH NITROGEN. *J. pharm. Sci.*, February, p. 242.

Notes on New Medicaments

DUPHALAC.—Syrup containing 50 per cent. of lactulose (beta-galactosido-fructose), a synthetic disaccharide. Natural disaccharides are represented by lactose, a combination of galactose and glucose, and sucrose, which can be hydrolysed to glucose and fructose. The hydrolysis is carried out in the small intestine by enzymes having a specific action on the disaccharide concerned. Lactulose being a synthetic disaccharide, no specific hydrolysing enzyme is available and the compound reaches the large intestine unchanged. There it is broken down by bacterial action, serving as an energy source for the saccharolytic bacteria in the colon and thus reducing protein breakdown and absorption of nitrogenous products. This action is useful in hepatic coma. At the same time the constipation otherwise likely in hepatic coma is reduced. Growth of non-pathogenic intestinal organisms is not, however, suppressed.

SINEQUAN.—*Chemistry*: 11-dimethylaminopropylidene-6H-dibenz (b,e) oxepin hydrochloride. The product, also known as doxepin, consists of a mixture of the *cis* and *trans* isomers in a 15/85 ratio. Its synthesis represents a further attempt to exploit the therapeutic potential of the tricyclic tranquilisers and antidepressants, as it is closely related to amitriptyline. Both compounds have a 6-7-6-membered tricyclic nucleus and both have a *N*-substituted side chain in the 11-position. Doxepin differs from amitriptyline in possessing an oxygen-containing central ring and the change in structure is considered to bring about some change in the pattern of response in psychoneurotic disorders where anxiety or depression are present. The drug has some anticholinergic properties, and should be used with great care in patients with glaucoma, or where urinary retention is an additional hazard.

Coming Events

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

Monday, June 9

GREATER LONDON PHARMACEUTICAL ASSOCIATION, 17 Bloomsbury Square, London, W.C.1, at 8 p.m. Meeting. (Members only).

MID-GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Duke of Wellington hotel, Cowbridge, at 8 p.m. Social evening with buffet. Ticket (price 10s. each) from secretary, Mr. N. Davies, 18 Dunraven Place, Bridgend, Glam.).

Wednesday, June 11

BOLTON PHARMACEUTICAL ASSOCIATION, Smithills Coaching House, Smithills Dean Road, Bolton, at 1.15 p.m. Monthly luncheon meeting and discussion.

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, Boscombe, at 1.15 p.m. Mr. V. Criscuolo on "Theory of Management." Main committee room, New Hospital, Poole, at 1.15 p.m. Dr. D. H. Dick on "Behaviour Therapy."

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 36 York Place, Edinburgh, 1, at 2.30 p.m. Annual and Branch Representatives meetings.

Thursday, June 12

BIRMINGHAM PHARMACEUTICAL ASSOCIATION, Birmingham Chamber of Commerce, 75 Harborne Road, Edgbaston, Birmingham, 15 at 7.45 p.m. Annual meeting.

BOLTON PHARMACEUTICAL ASSOCIATION, Bolton Medical Institute, Royal Infirmary, Bolton, at 7.30 p.m. Speaker: Mr. C. Hindle (superintendent, Manchester No. 2 Prescription Pricing Bureau).

DERBYSHIRE BRANCH, NATIONAL PHARMACEUTICAL UNION, Friary hotel, Friar Gate, Derby, at 7.30 p.m. Speaker: Mr. H. C. Watkins (chief marketing executive, N.P.U. Marketing, Ltd.).

Print and Publicity

A MEDICINES stand, already proved successful in test market, is now being offered generally to chemists (though still in limited supply) by Phillips Laboratories, 2 St. Marks Hill, Surbiton, Surrey. It is a free-standing wire unit (base 16 x 13 in) with shelf allocation planned around the unit consumer sales of the company's counter medicinals such as Andrews, Milk of Magnesia, Mil-Par and Coldrex. On average, the stand holds one month's stock of each brand and can be serviced each month by the representative con-



cerned. To ensure variety, different promotional headboards can be used and the positioning of brands can be altered. The stand, in test market, brought about increases in sales of 30 to 60 per cent. after being placed in pre-selected sites in the pharmacies concerned.



COUNTER DISPLAY UNITS: Available from representatives of Lenbrook Laboratories, Ltd., 1 Thame Road, Nottingham, are the units, in choice of two sizes, shown. They incorporate the disposable plastic trays to hold the tubes of Sweetex in which Sweetex pellets are now sent out ready packed. Special arrangements have been made for the new 1,000-pellet consumer-offer pack at saving to the customer of 2s.

Thermos Push Their Brand

THE world's "biggest ever" advertising campaign for vacuum ware was launched on commercial television on June 2 by Thermos, Ltd., Ongar Road, Brentwood, Essex. Lasting for six weeks, it is based on three 15-sec commercials which aim to create awareness that "there is only one Thermos." Thirteen million housewives—the major buyers of vacuum ware—will have the opportunity to see the commercials approximately twenty times. Point-of-sale support takes as its theme "Mum makes great tea and Thermos keep it that way." A counter card shows the flask in use and features the cup and stopper separately, stressing the quality of all components. Also available are a spiral crowner card for placing round a single flask and shelf strips.

ADVANTAGES of *Woman's Realm* as an advertising medium for cosmetics and toiletries manufacturers are being stressed in the magazine's latest publicity to advertisers and agencies.

PRESS ADVERTISING

POLAROID (U.K.), LTD., Rosanne House, Welwyn Garden City, Herts: Polaroid sunglasses. In *Daily Express* until July.
SMITH & NEPHEW, LTD., Welwyn Garden City, Herts: Airstrip plasters. In *Woman's Own*, *Woman's Own*, *Woman's Realm* and other national media.
SCHWARTZKOPF (Corionol, Ltd.), 269 Field End Road, Eastcote, Ruislip, Middlesex: Coromist hair treatments. In *Woman's Own*, *Woman and Home*, *Nova*, *Vogue*, *Nineteen*, *She* and *Honey*.
SCHOLL (MFG.), LTD., 182 St. John Street, London, E.C.1: "Hallo foot" campaign for Scholl foot products. In major popular women's magazines with newspaper support for Formula S1 and Onixol.

PUBLICATIONS Medical Propaganda

IMPERIAL CHEMICAL INDUSTRIES, LTD., pharmaceuticals division, Alderley Park, Macclesfield, Cheshire: "Inderal-80 in hypertension" (19-p. booklet).
PHARMITALIA (U.K.) LTD., Kingmaker House, Station Road, Barnet, Herts: Addendum to Kefizine standard publication (1-p. leaflet).
E. R. SQUIBB & SONS, LTD., Regal House, Twickenham, Middlesex: "Kenalog" (16-p. booklet).
STAFFORD-MILLER, LTD., 166 Great North Road, Hatfield, Herts: "Proctofoam HC superseded suppositories for anorectal therapy" (file card and 6-p. folder).

Commercial Television

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—June 15-21

PRODUCT	London	Midland	Lancashire	Yorkshire	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel's.
Anadin	1/30	1/30	1/30	2/60	1/30	3/90	1/30	3/90	3/90	2/60	3/90	4/120	1/30	—	2/60
Andrews Liver Salt	3/45	3/60	3/45	3/60	3/45	3/60	3/45	3/60	3/45	3/45	3/60	3/60	3/60	3/45	3/60
Askit powders	—	—	—	—	5/35	—	—	—	—	—	—	3/29	—	—	—
Aspro	3/44	2/14	2/37	3/67	2/37	2/37	4/74	2/37	—	—	2/37	3/67	3/67	—	3/67
Dentu-creme	—	—	3/90	3/90	—	3/90	—	—	—	—	—	—	—	—	—
Dettol	2/60	1/30	1/30	1/30	1/30	2/60	1/30	—	3/90	2/60	1/30	—	1/30	—	2/60
Disprin	3/45	3/45	1/15	2/30	1/15	1/15	2/30	1/15	2/30	2/30	1/15	1/15	1/15	—	2/30
Hold and Shine	—	—	—	3/90	—	—	3/90	—	—	—	—	—	—	—	—
Personna blades	—	—	—	—	3/45	—	4/60	—	—	—	—	—	—	—	—
Poli-grip	—	—	—	—	—	2/60	—	—	—	—	—	—	—	—	—
Steradent	2/60	2/60	—	1/30	2/60	1/30	1/30	1/30	2/60	1/30	1/30	1/30	1/30	—	—
Sterafix	—	—	—	2/30	—	1/15	—	—	—	—	—	—	—	—	—
Supersoft shampoo	4/90	4/90	4/90	3/60	4/90	4/90	3/60	4/90	4/90	4/90	4/90	3/60	3/60	—	4/90

Dr. J. COLLIS BROWNE'S CHLORODYNE and THE MEDICINES ACT 1968

To avoid confusion with the official Tinctura Chlorof. et Morph. B.P.C. (synonym Chlorodyne) we have deleted the word "Chlorodyne" from our Dr. J. Collis Browne's Chlorodyne and, in its place, substituted the word "Compound". Our medicine therefore, from about **THE BEGINNING OF JULY, 1969**, will be known as

J. COLLIS BROWNE'S COMPOUND

There is absolutely no change in formula, composition or method of manufacture.

When the relevant provision of the Medicines Act comes into force at a later date, all distributors, both wholesale and retail, will be notified by us and any remaining stocks labelled "Chlorodyne" will be withdrawn and exchanged but, **UNTIL THIS TIME, BOTH PACKS CAN BE SOLD** under the same Poisons Regulations as hitherto i.e. over the counter under the supervision of a Pharmacist in registered premises.

The public will be informed of this change of name by means of press and other advertisements and also by means of a slip attached to each bottle from now on as per example shown below.

In order to comply with a change in the law, the name of this century old medicine will be altered to:

J. COLLIS BROWNE'S COMPOUND

To obtain this preparation from July 1969, unchanged in any way remember . . . ask for

COLLIS BROWNE'S COMPOUND

J. T. DAVENPORT, LTD. Sole Manufacturers

The touch of REAL Beauty

Caress your skin with VELOUTY, the modern ALL-IN-ONE instant beauty make-up reveals and keeps your beauty natural . . . it protects your skin against the wind and sun . . . gives you new attractiveness wherever you may be . . . VELOUTY means pure beauty, the fresh untouched look that excites the imagination and lets you be just yourself. Choose from seven shades, . . . Natural, Peach, Rachel, Ivory, Apricot, Sungold and Ochre.

Available in Tubes and Jars from Chemists and Beauty Counters

Velouty

POWDER CREAM

The ALL-IN-ONE
Make up.

A complete
modern beauty
treatment.

DIXOR LTD., ST. LEONARD'S RD., MORTLAKE, LONDON SW14

Advertised widely
throughout 1969
in leading
women's
journals



In shades of Ivory, Natural, Ochre,
Peach, Sungold, Apricot, Rachel
FROM YOUR USUAL WHOLESALER OR DIRECT FROM
DIXOR LTD. ST. LEONARD'S RD., MORTLAKE SW14

SUGGESTED RETAIL PRICES:

- TUBES No. 2—2/2 each (Trade 12/4 doz.)
- PLASTIC JARS—6/5 each (Trade 37/- doz.)
- TUBES No. 3—3/8 each (Trade 20/4 doz.)



If it's cash you want...

For a house, for a new practice, for more equipment, for a car or a boat – whatever you need the cash for, it will pay you to discuss your requirements with Medical Insurance Services.

Medical Insurance Services, is a professional organisation whose finance plans are designed specifically to meet the needs of the profession.

For further information complete the coupon below and post today.

MEDICAL INSURANCE SERVICES 109 Connaught Ave, Frinton-on-Sea, Essex
Please send more information about the Finance Plans indicated:

House Purchase ☐
Buying a Practice ☐
Other Requirements ☐

Personal Loan ☐
Purchasing Equipment ☐

Name _____

Address _____

Telephone _____

Age next birthday _____

CD.0706



MEGGEZONES

will sell well again
this summer

... 4 in the Summer
for every 6 in the Winter!

True, Meggezones are for coughs and catarrh which are more prevalent in winter. But in summer, too, there's catarrh and hay fever about – remember last summer's Meggezones and Junior Meggezones sales?

And now we've introduced a new pack for the Meggezones range. Modern, fully-sealed for freshness, easier to display – a real eye-catcher on the counter (ask your representative for the compact display card or show the brands in their easy-to-display outers). They qualify you for extra volume discount in an assorted order – PLUS display discount.

SUMMER

MEGGEZONES



White Laboratories Limited,
Meggeson-Warrick Division, Penarth Street, London, S.E.15

WK.89

CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: Box..., THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: 01-353 6565
This service does not extend to the forwarding of samples.

HOSPITAL APPOINTMENTS

BARNET GENERAL HOSPITAL

illhouse Lane, Barnet, Herts.
Pharmacy Technician I
required for duties in the Group
armacy at Barnet General Hospital.
ly Group Pharmacist.

Barnet General Hospital
illhouse Lane, Barnet, Herts.
Postgraduate Pharmacy Student
required to commence July/August.
tern and pleasant pharmacy.
ly Group Pharmacist.

et Group Hospital Management
Committee
BARNET GENERAL
HOSPITAL
illhouse Lane, Barnet, Herts
Senior Pharmacist

ired in Group Pharmacy of
egory V Hospital, Whitley Coun-
salary and London Weighting.
sant, modern, comprehensive
armacy. Apply to Group Phar-
ist.

FORD & DISTRICT H.M.C.

Locum Pharmacist
weeks July/August/September
g. Apply to Group Secretary,
g. George Hospital, Eastern
ue, Newbury Park, Ilford,
x.

FORD AND DISTRICT H.M.C.

armacy Technician—Grade I and II
le-time for Group Pharmacy.
ed at Barking Hospital, Upney
e, Barking, Essex. Applications to
Group Secretary, King George
ital, Eastern Avenue, Newbury
t, Ilford, Essex.

ST. LAWRENCE'S HOSPITAL CATERHAM, SURREY

Locum Chief Pharmacist
ull-time) required immedi-
ely.
pplication with two
erees to Physician Super-
tendent.

ROYAL INFIRMARY OF EDINBURGH

Pharmacist Locum
Group Pharmaceutical Department.
ley Council rates and conditions.
ommodation may be available for
e. Write Personnel Officer giving
etails and names of two
erees.

NORTH MIDDLESEX HOSPITAL

Edmonton, London, N.18
Senior Pharmacist or Pharmacist
ired in modern Pharmacy De-
ment. Applications stating age,
erience, qualifications and giving
es of two referees to the Sec-
ry.

ST. LAWRENCE'S HOSPITAL, CATERHAM, SURREY

(Mental Subnormality —
2,125 Beds)
CHIEF PHARMACIST III
REQUIRED
Salary scale £1,488-£1,977. Plea-
sant flat or single accommodation
available if required at reasonable
rate. Active Sports and Social
Club.
Apply immediately to Group
Secretary.

ST. BARTHOLOMEW'S HOSPITAL

London, E.C.1
Locum Pharmacist
required. Five-day week. Salary
£28 8s., plus £1 15s. London Weight-
ing per week. Post offers varied
experience in a Teaching Hospital
and accommodation may be available.
Applications with full particulars and
naming two referees to Chief
Pharmacist.

ROYAL INFIRMARY OF EDINBURGH

Pharmacist

for Group Pharmaceutical Depart-
ment. Duties may include attendance
at the new Eye Pavilion. Whitley
Council rates and conditions. Tem-
porary accommodation may be pos-
sible for a lady. Write Personnel
Officer with details and names of two
referees.

NETHERNE HOSPITAL

Coulsdon, Surrey, CR3 1YE
Pharmacy Technician
Grade I or II required for busy dis-
pensary. Apply Hospital Secretary.

ROYAL SOUTH HANTS HOSPITAL

Fanshawe Street, Southampton,
SO9 4PE
Deputy Chief Pharmacist
required in this busy Category V
Group Department. The Royal South
Hants Hospital will form part of
the Teaching Complex at present
being developed in Southampton.
Salary scale £1,381 to £1,751. Ap-
plications to the Hospital Secretary.

ST. BARTHOLOMEW'S HOSPITAL

London, E.C.1
Pharmacist
required. Five-day week. £1,152-£1,448
per annum plus London Weighting
(£90) and higher qualification allow-
ance (£25). Extra pay for evening
clinics. Post offers varied experience
in a Teaching Hospital and accom-
modation may be available.
Applications, with full particulars
and naming two referees to Chief
Pharmacist.

WILLESBOROUGH HOSPITAL

Ashford, Kent
Pharmacy Technician I or II
required. Whitley Council Conditions
of Service. Applications to Hospital
Secretary.

ROYAL FREE HOSPITAL

Senior Pharmacist
Applications are invited for the post
of Senior Pharmacist with special
responsibility for in-patient pharmacy.
A new system of drug distribution to
wards is in process of introduction.
Salary on scale £1,220 per annum plus
London Weighting and higher qualifi-
cation allowance rising to £1,520 per
annum. Additional payment is made
for regular evening clinics. Applica-
tions to the Group Pharmacist, Royal
Free Hospital, Gray's Inn Road, Lon-
don, W.C.1.

ANCOATS HOSPITAL

Manchester M4 6EB
Senior Pharmacist
Applications are invited for the post
of Senior Pharmacist. The work is
interesting and the holder deputises
for the Chief Pharmacist. The ex-
perience gained could be useful for
promotion. Applications stating age,
qualification and date, together with
details of experience and the names
and addresses of two referees to the
General Superintendent (Ref. 15893).

SITUATIONS VACANT RETAIL

MANAGERESS FOR COSMETIC
& TOILETRIES DEPARTMENT of
a Departmental Store in Tottenham,
N.17. Excellent salary, five day week.
Write giving details of experience to
Superintendent Chemist, London Co-
operative Chemists Ltd., 2/22, Grange
Road, Leyton, E.10, when a local
interview will be arranged.

YOUNG LADY ASSISTANT RE-
QUIRED to train for Display and
Merchandising Work in various re-
tail branches. Apply in first instance
to the Superintendent Chemist,
London Co-operative Chemists Ltd.,
Grange Road, Leyton, E.10.

WHY NOT BE SEEN MORE THAN ONCE?

You can book a series of
Classified Advertisements
with us, on which discount
is available on a minimum
of four insertions for any
heading.

For maximum continuing
impact on your market —
be sure of being read by
everyone — everywhere —
every week.

When response is sufficient
you can cancel by phone
up to 4 p.m. Tuesdays to
our Classified Representative
on Ext. 127.

REPRESENTATIVES

PERFUMES AND TOILETRIES

A vacancy exists for an experi-
enced representative for the areas
comprising S.E. London, S.W.
London (all postal districts) and
the counties of Kent and Surrey.
Good salary, commission, car and
expenses.
Applications in first instance for
this important territory to:

Sales Manager,
J. Grossmith and Sons Ltd.,
41-46 Piccadilly,
London, W.1.

TRADE SERVICES

CASH REGISTER DECIMALISATION

Britain's leading independent dis-
tributors can help three ways.
Free advice without strings.
Highest allowances for your
equipment against latest £sd/
Decimal models. Order your new
models for delivery when you
need them at today's prices. Dis-
tributors of Burroughs, Clary,
Gross & Hasler cash registers.
D. Geller (Business Equipment)
Ltd.,
15 Percy Street, Tottenham Court
Road, London, W.1.
Tel.: 01-580 1614

PREMISES FOR SALE

NEW SHOPPING PRECINCT in ex-
panding village of Grayshott, Surrey/
Hants Borders; thriving business area.
Developers have reserved one shop
for chemists, £980 p.a., including
large maisonette. Only one other
chemist in area. Further details from
letting agent: Vaughan Thomas,
F.A.I., Grayshott, Hindhead, Surrey.
Hindhead 1091.

EAST BERKS TOWN

in prominent position
Leasehold Shop Property
with the benefit of flourishing drug
store with exclusive well known ag-
encies. Living accommodation above.
Premium, including goodwill with
s.a.v. £900.

Sole agents:
Dudley Clifton & Son F.A.I.
30/32 Queen Street,
Maidenhead, Berkshire.
Telephone: 26201 (5 lines)
(night calls recorded).

FOR SALE

SAVE UP TO 30% on all consumer
durable goods — electrical goods,
furniture, radios, etc. Famous Manu-
facturers deliver direct to you. Write
for free 32-page Discount Shopping
Guide to Discount Shopping Centres,
Western House, 65/67 Western Road,
Hove, Sussex. Tel.: Brighton
778922/3.

BUSINESS OPPORTUNITIES

WELL-APPOINTED DRUG STORE.
Central London, would act as London
Office for cosmetics or pharmaceu-
ticals manufacturing firm or associated
interest. Small window space avail-
able. Write in confidence to Box C.
1435.

AGENTS OVERSEAS

CANADIAN BRANCH

of first-class

INTERNATIONAL MERCHANTS

require

Agencies for bulk Pharmaceuticals and Chemicals
British Manufacturers preferred

This go-ahead Company employs experienced, energetic personnel, and would give excellent service to serious principals. The Canadian turnover in Pharmaceuticals, Weedkillers and Animal Products is already substantial, and allied items would benefit from this.

Apply in confidence to:—

Mrs. Relle, Atlantic Trading Co., 3335 Yonge St.,
Toronto 12, Canada.

or the British Branch

The Strang Chemical Co. Ltd., 3-4 Westhead Chambers,
George St., Staines, Middx.

SITUATIONS VACANT INDUSTRY

SURGICAL BELT
MANUFACTURE/SALES

We are looking for a man to join our staff who is widely experienced in the surgical belt field. He would be capable of advising, from experience, on the design, manufacture and distribution of belts for both male and female wear. As an alternative to salaried employment, he may even be an existing distributor/fitter who would prefer to act as consultant to us as manufacturers and sell our range of belts to a specified area convenient to his present base.

If you would like to know more, write to the

Managing Director care of BOX C 1432.

TRADE MARKS

The Trade Marks set out below were assigned on 20th January, 1969, by Fisons Foods Limited, of Millburn, Coleraine, Londonderry, Northern Ireland, to Fisons Pharmaceutical Limited of 12, Derby Road, Loughborough, Leicestershire: **WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.**

Registered No.	Trade Mark	Goods
622765	ANDOMIA	Analgesic and hypnotic preparations.
638983	BISK	Medicated tonic tablets for human use.
742145	BISKOLDS	Artificial sweetening substances in tablet form consisting of saccharine and vitamin "B".
765859	BISKOLATT	Dietetic food in liquid or powder form.
775351	BISKAHITE	Dietetic foods.
779323	BISKCAFE	Dietetic foods flavoured with coffee, being goods in liquid and powder form.
783922	MINIBISK	Dietetic foods in powder form.
798260	BISKALETS	Dietetic foods.
811111	BISKS	Dietetic biscuits for use in slimming.
831292	MINIBISKS	Ditto.
835438	BISKOL	Preparations of oils and vitamins for use as dietetic foods.
835439	BISKOLINE	Preparations of edible fats and vitamins for use as dietetic foods.
840269	BISKOSE	Sweetening preparations consisting principally of sugar.
845039	ANDOMIA'S SLIMMS	Medicated biscuits being dietetic foods for use in slimming.
871608	BISKS SLIMA	Dietetic biscuits for use in slimming.
893606	BISKAL	Chemical products used in industry and science; chemical substances for preserving foodstuffs, artificial sweetening materials and substances; but not including drugs for use in industry and science.
893608	BISKAL	Dietetic preparations for human use; and infants' and invalids' foods.
897751	BISKS	Artificial sweetening substances and compositions.
897752	BISKS SLIMSWEEP	Ditto.
B.898591	LO-CAL SLIMFOODS	Meat, fish, poultry, game, meat extracts, preserved, dried or cooked fruits and vegetables and meals prepared from the aforesaid goods all for dietetic purposes or for use as aids in slimming, but not including canned or bottled fruits.
752984	BISKALITE	Bath salts (non-medicated) for toilet purposes.
779433	BISKREZM	Toilet cream (non-medicated).

Watch This Space !

It can work for YOU too.

If you have a vacancy—items for sale—premises to let—you can reach over 13,000 regular weekly readers in your field by using this valuable medium.

All you have to do is ring our Classified Representative, on 01-353 6565 Ext. 229 for prompt action or information.

WE are here to help YOU.

WANTED

WANTED. We want to purchase—Old drug drawers, display cabinets, bottles, carboys, pill rollers, plaster machines, shop signs, exterior and interior. In fact anything old. We dismantle and collect 100 miles radius of London — 121, Consort Road, Peckham, London, S.E.15. 01-639 6362.

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

PLEASE MENTION C & D WHEN REPLYING
TO ADVERTISEMENTS

SITUATIONS VACANT INDUSTRY

BRANCH PHARMACIST FOR BELFAST

We require a Sales Orientated Pharmacist with good technical and scientific knowledge. Practical experience of, or at least an interest in, photographic equipment would be an added advantage.

Suitable candidates are likely to possess a flair for establishing sound customer relationships. Good opportunities exist for ambitious Branch Pharmacists who exhibit the necessary drive and ability, to earn eventual promotion to General Management positions within the Company.

We offer an attractive starting salary; excellent Pension and Life Assurance Schemes; profit-sharing bonus, etc. Please write in confidence giving full details of qualifications, age and business experience to date to:—

BRANCH MANAGER

VESTRIC LTD. (Belfast Branch)

Prince Regent Road — Belfast BT5 6RP

WAREHOUSE SUPERVISOR

required

to fill vacancy arising from an expanding distribution programme at our Croydon Depot.

A knowledge of sundries and counter lines an advantage, attractive salary according to experience. Please apply in writing, giving brief details of career.

E. Warren,
Unichem Ltd.,
Vulcan Way, New Addington,
Croydon, Surrey.

PRODUCTION PHARMACIST

The post is involved mainly with the manufacturing and filling of injection products in liquid and solid forms. Methods of sterile filtration with subsequent aseptic filling procedures are used and considerable use is made of freeze drying.

Previous manufacturing experience in this area, while desirable, is not a pre-requisite for the post, as adequate training will be given.

Written applications giving full details of qualifications and experience to Chief Chemist, Paines & Byrne Limited, Greenford, Middlesex.

BUSINESSES FOR SALE

SOUTHERN IRELAND. Modern pharmacy for sale on leading road Belfast. Established over 50 years, offers opportunity for young pharmacist very reasonable price as owner must sell. Box C 1436.

MISCELLANEOUS

CONTURE (Form-Fitting) £5 gross, retails £12. Sample dozen 10s. Surex Ltd., 8 Edward Street, Blackpool.

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists." 45s. Full trade terms. Order by waist measurement from Manly Co., The Mill, Worthing Road, Horsham, Sussex. Tel.: Horsham 3208.

PRICE TICKETS printed with your Business Name or Own Wording. Also Sale Tickets and Window Bills. Large selection. Samples, prices, Linet Press (C.D.), 18a Lewis Gardens, London, N.2. 01-444 0884.

TRANSLATIONS

MEDICAL, Pharmaceutical, Biological translations from French, Rumanian and Portuguese into English and from English into French and Rumanian. Dr. J. Jacobson, 94 Temple Fortune Lane, N.W.11. 01-455 1010.

mobbsmiller Ltd.

The above Company plan, in the 1970 season starting August/September 1969, to increase their sales of Nature Girl, Nature Boy and Nature Child ranges of Exercise Sandals in the Pharmaceutical and Departmental Store outlets in Great Britain.

To assist them, they require additional agents in all areas with the exception of Wales, Lancs, Cheshire, Staffordshire, Shropshire and Sussex.

Agents appointed will be given the backing of an "in stock" service, and both National and Local advertising.

Applications from agents with first class connections already selling quality merchandise, should be addressed to:

The Sales Manager,
Mobbs Miller, Ltd.,
Sandall Division,
Arthur Street, Northampton

and should include details of areas covered and products carried. All applications treated in the strictest confidence.

SHOPFITTERS

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in May and June, willing to act as show installations for new range of display shelving, showcases, counters. Usual H.P. facilities. Limited amount of six year rental available. Rocano Limited, St. Paul Street, Bristol, 2. Tel.: Bristol 40328.

INTERPLAN. Modernise with modular interchangeable fittings to increase your sales. Complete services including shop fronts if required. Free planning and brochures available. Olney Bros. Ltd., Northbridge Road, Berkhamsted, Herts. Tel. 5417/8/9.

SHOPFITTINGS

As manufacturers of all shop-fitting equipment, we can offer you at very attractive prices: Display shelving, storage shelving, counter's display cases and cabinets, drawer units, complete dispensary fittings. In fact all you require for a modern easy-to-run unit.

Free quotation and usual H.P. terms. Contact:

Ebdon Bros., Ltd.,
33, Petergate,
Wandsworth, S.W.11.
Tel.: VANDyke 1737.

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Chemist and Druggist,
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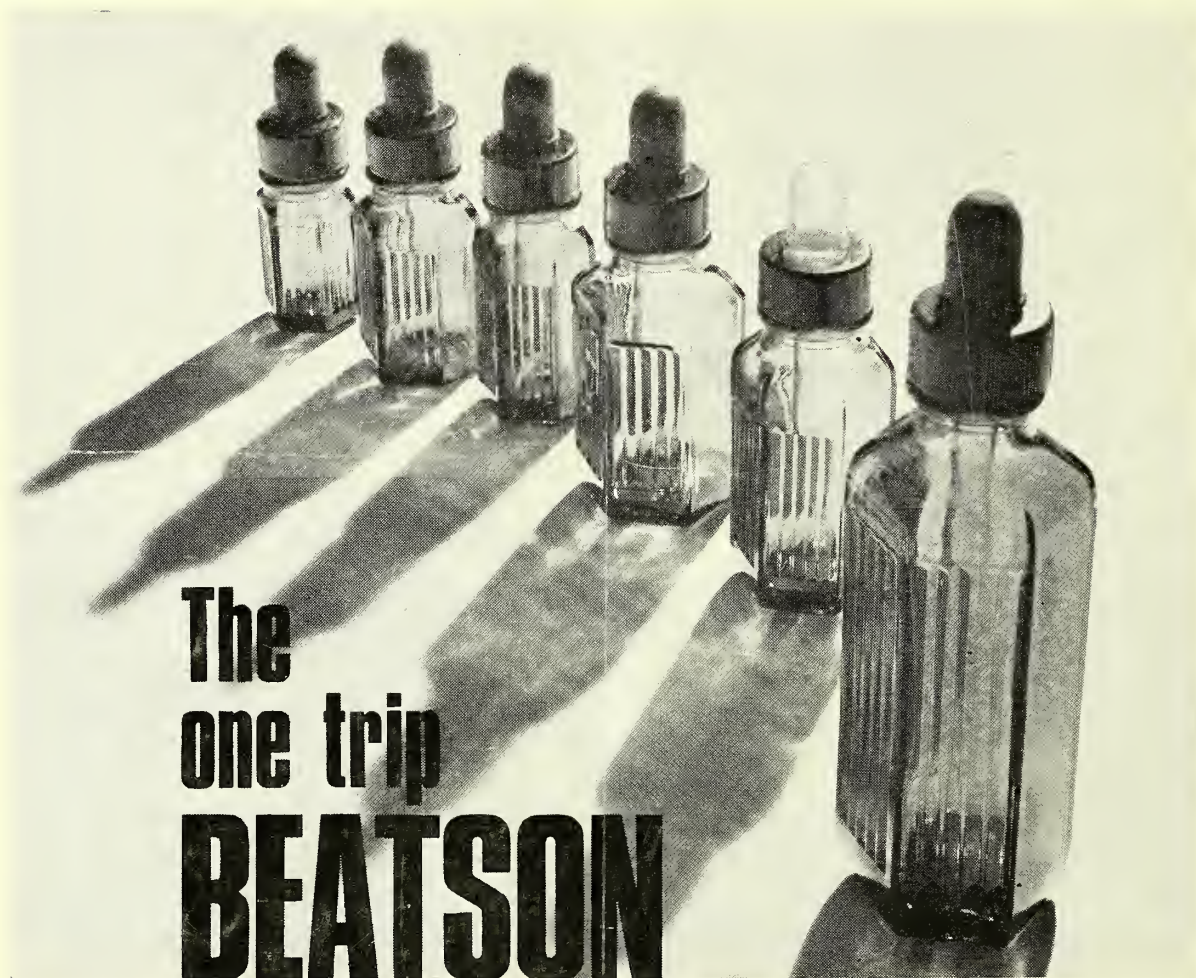
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